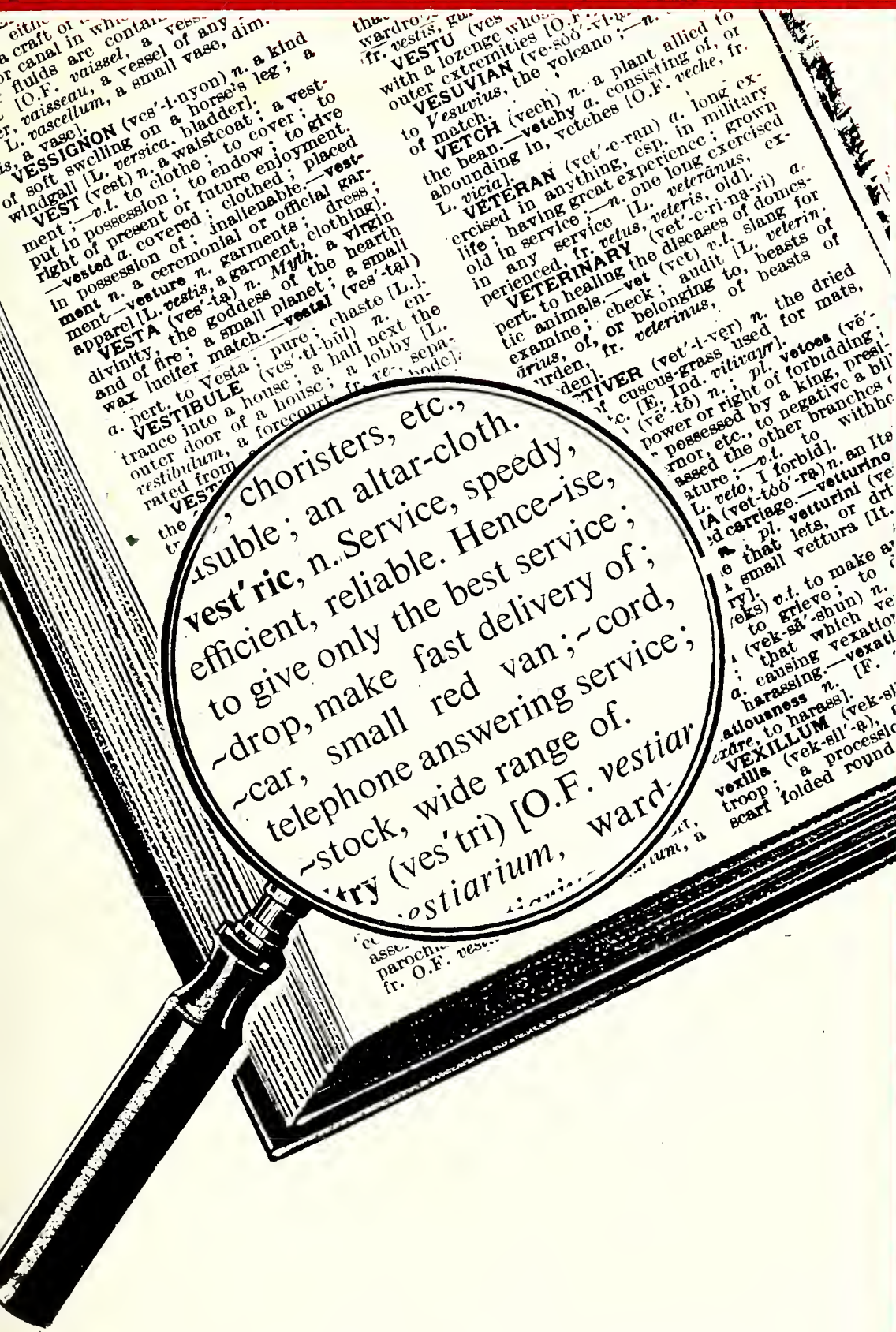


# CHEMIST & DRUGGIST

newsweekly for pharmacy



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# CHEMIST & DRUGGIST

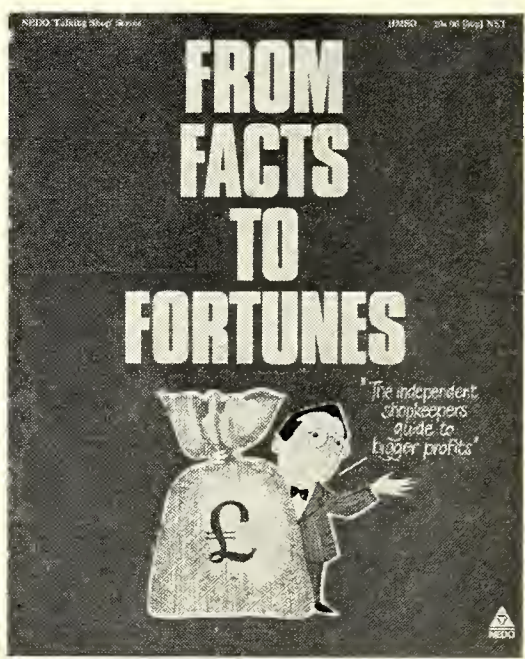
111th year of publication Vol. 194 No. 4718 The newsweekly for pharmacy

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How does your profitability measure up?  
See Comment, page 109



# Jean Sorelle says: 'Let me show you a really relaxing way of making money'



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## Two drug jars are sold for £1,660

At Sotheby's, a polychrome "cherub" drug jar, dated 1723, was sold to a London dealer for a record figure of £980 on July 21. The price reflected the rarity of English drug jars in polychrome.

Height 7 in, the jar, pictured on the right, was decorated in iron-red, blue and green, with the initials "I.P." A similar jar was illustrated in colour in Agnes Lothian's article "Cherub designs on English delft apothecary ware" (*C&D* June 30, 1956 p 608).

A Lambeth delft drug jar (far right) with a decorative fleur-de-lys was also purchased by a London dealer for £680. The inscription "S.E. SVCCO MELI." was enclosed in a wavy cartouche with a central fleur-de-lys below, florettes with sprouting foliage on either side, the whole above three looped garlands enclosing the initial letters "I.G." and the date 1669.

Several dated examples of this design are known. One was illustrated in the *C&D* October 5, 1935, from the collection of Sir St Clair Thomson, labelled "C. CICHORI 1675." This specimen is now in the museum of the Royal College of Surgeons, London. Another, labelled "O. NARDINVM (oil of spikenard)" with the date 1677 and the initials "I.F.," in the London Museum was reproduced in the *C&D* June 25, 1938, p 756.

## Barbiturates: new inquiry into misuse

Social aspects of the misuse of barbiturates and other sedative drugs are to be considered by a subcommittee of the Standing Advisory Committee on Drugs of Dependence. The subcommittee will pay special attention to intravenous injection of barbiturates by addicts.

Setting up of the subcommittee was mentioned during the debate on the Misuse of Drugs Bill (see p 98).

Evidence is invited from anyone able to contribute to the inquiry. Submissions should be made to the Joint Secretary, Advisory Committee on Drugs of Dependence, Room 313, Home Office, Romney House, Marsham Street, London, SW 1.



## Nielsen Index takes note of growth in chemist multiples

The Nielsen Drug Index is now being based on a revised sample of chemists, and changes have been made to the definitions of categories. No direct comparisons have therefore been made for the March-April period against 1969.

A multiple is now defined as a group of ten or more shops under common ownership (Boots shops are excluded), while the independents are single retail shops, with up to eight branches, divided according to 1966 turnover into large (£20,000 and over) and small (under £20,000).

The new definitions reflect the trend towards larger groups of independents—Nielsen have made a similar change in respected grocery outlets—and bring the index into line with the Board of Trade categories.

Using the new sample and new definitions gave average weekly turnover of all chemists in March-April of £6,196,000—about 6½ per cent up on 1969. Multiples and Co-operatives held 16 per cent of this; larger independents 54.6 per cent, and small independents 29.4 per cent. Dispensing continued at a high level during the two months.

Average weekly cash sales in pharmacies during the period were: large independents £355; multiples-Co-operatives £355; small independents £132. Average weekly NHS receipts per

shop were £330, £308 and £168 respectively for the three groups.

In February, independents dispensed 86.6 per cent of NHS prescriptions, averaging 1,574 per shop, while multiples dispensed 13.4 per cent at an average of 1,834 per shop. For March, the figures were: independents 86.5 per cent (1,657 per shop), multiples 13.5 per cent (1,948 per shop).

The proportion of turnover represented by NHS prescriptions in March-April was 42 per cent for multiples, 47.1 per cent for large independents, and 49.6 per cent for small independents.

## Chemist jailed for 12 months

Mr Frank Sheridan, a pharmacist, of Hillside Gardens, Highgate, London N6, who was said to have also practised as a psychotherapist and hypnotist, was jailed for 12 months at the Old Bailey, last week, after pleading guilty to conspiring to supply tablets knowing they were intended to be unlawfully used with

intent to procure a miscarriage.

A hospital nursing sister, Mrs Jennifer Emlyn Hunting, of Kensington Gore, London SW 7, who performed the abortion operation in a private house on a 19-year-old girl, was jailed for 18 months.

She pleaded guilty to unlawfully using a syringe with intent to procure the miscarriage.

Mrs Mai Tomalin, at whose address in Lexham Gardens, Kensington, London W8, the operation was performed, was given a 12-month prison sentence suspended for three years after pleading guilty to conspiring to supply tablets, and a 27-year-old telephone supervisor, Fiona MacIntyre of Hoodcote Gardens, Winchmore Hill, London N21, was conditionally discharged for one year after pleading guilty to aiding and abetting Mrs Hunting.

## Third time lucky

Seven-year old Belinda-Jane Anderson from Helensburgh, Scotland was crowned "Miss Pears" 1970 on Tuesday, carrying off the title and a cheque for £500, from a total of 87,000 contenders, in what was her third attempt.

The crowning ceremony was performed by portrait painter, Alex C. Koolman, who has spent most of his life painting women and children and he has been commissioned by A. & F. Pears Ltd, sponsors of the competition, to paint Belinda-Jane's portrait later this year.



## Redundant after 48 years

A Portsmouth chemist's dispenser, Mr H. B. Greeman, who had worked for a local firm for 48 years until the partnership controlling the business broke up, was successful in his application for redundancy pay before an industrial tribunal on July 14.

The partners in the business, in Tangier Road, Copnor, Portsmouth—originally owned by the late Mr C. C. King—were stated to be Mr V. F. G. Stock and Mr G. W. Tench.

In evidence, Mr Stock said his partnership with Mr Tench ended on March 31 and each of them had taken charge of one of the two shops concerned.

After the end of the partnership, he said, it became too expensive to employ Mr Greeman, whereas before, the expense could be absorbed by both shops. Consequently, Mr Greeman was asked to leave because he could be replaced by cheaper labour.

Mr Tench told the tribunal that there had been some tension between Mr Greeman and Mr Stock, since the latter had come into the firm as a partner from outside when Mr King died. Mr Greeman had been hoping for the position.

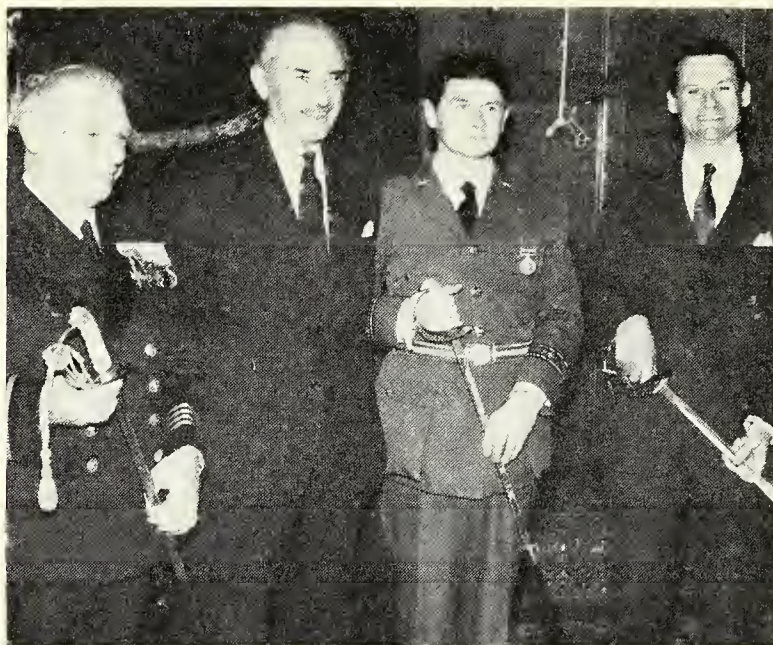
The tribunal chairman said the onus was on the respondent to satisfy the tribunal that the reason for the dismissal was not one of redundancy. "We have come to the conclusion that Mr Greeman is entitled to redundancy pay."

## Blow to rpm in France

Retail price maintenance has been crippled in the French courts, after a three-year battle between a manufacturer and a supermarket chain.

The makers of Nivea had sued the Carrefour chain for unfair trade practices, charging that the chain's 33 per cent discount meant selling Nivea products at a loss of 7 per cent and constituted an attempt to destroy other retailers.

First the Paris commercial court upheld Nivea. Then the Appeals Court reversed the decision. A Government decree now sets new rules for "discount" sales. The minimum price must not be less than that invoiced by the manufacturer—with one more loophole—excluding any additional rebates given each month or year.



*Wilkinson Swords are still very much in the sword-making business. Each year, in co-operation with the Ministry of Defence, they award Swords of Peace to units of the armed forces performing outstanding humanitarian services overseas. This year's winners, pictured here with Sir Gerald Templer who made the presentation at a recent ceremony, are from left Capt G. Bray, MBE; Sqdn Ldr D. F. J. Chapman-Andrews, BDS, FDS, RCS; and Lt Col R. W. Lawney, OBE*

## Drugs Bill through its second reading

The Misuse of Drugs Bill was given an unopposed second reading in the House of Commons on July 16, following a five-hour debate marked by five maiden speeches.

The Bill is substantially that which fell in the last Parliament with the calling of the General Election, and has the support of both sides of the House.

It would bring together provisions of the present Drugs (Prevention of Misuse) Act, 1964, and of the Dangerous Drugs Acts 1965 and 1967, creating three "classes" of controlled drugs distinguished by their "relative harmfulness." The Bill also sets up advisory machinery to keep the misuse of drugs under review.

During the debate the Home Secretary, Mr R. Maudling, reported that the president of the General Medical Council had offered to discuss with the Government the role of the Council in enforcing discipline within the medical profession. Mr Maudling said the problems of over-prescribing were important, and the amounts involved serious, but "the issues involved in restricting prescribing by doctors are themselves very serious ones."

The problem of barbiturates is to be left until the Government has received advice from a subcommittee of the Advisory Committee on Drug

Dependence under Sir Edward Wayne. The committee is not expected to report until after the start of the Bill's committee stage in the next session, however.

Dr Tom Stuttaford said that barbiturate over-prescription occurred constantly. Rather than go into the problem of insomnia, doctors gave 100 Sodium Amytal gr 3 so that the patient did not come back for a month. "This is the sort of over-prescription we must get rid of."

Mr Eric Ogden said that the pharmaceutical profession gave its support to the Bill.

## Degree success in pharmacy

The 1970 pass list in the BPharm degree course at Bath University School of Pharmacy is as follows:

Honours Class II, Division I: Rosamund M. Baird; Sally A. Broucher; Mary V. Broxup; Christine J. Cloutt; Jane Harrison; N. E. Richardson; R. G. Stevens; P. W. Woodman.

Honours Class II, Division II: Wendy R. Blair; G. W. Edwards; D. Jefferies; G. R.

Mann; M. L. Miller; P. Saglani; B. Shah; C. Shah; Pauline A. Swainston.

Honours Class III: Patricia M. Gribben; D. K. Hunjan; R. Long; D. G. Retberg; G. R. Stanley; Rosemary J. Thomas.

Bachelor of Pharmacy Degree: D. M. Branford; K. Bush; M. S. Dando; M. K. Davis; N. C. Daya; J. N. Derbyshire; G. I. Forbes; K. M. Gatford; Denise J. Glenn; Linda M. Greatorex; A. J. Hawkins; K. D. Healy; Elaine A. Honey; J. F. Jones; D. S.-S. Lee; R. Miles; B. Modi; R. A. Smith; R. C. Tadd.

## No safety inquiry

Mrs Shirley Williams asked the Minister of Agriculture in the Commons last week whether he would set up a public inquiry into the use of organo-phosphorus compounds in agriculture in view of recent cases of destruction of animal life.

Mr James Prior, the Minister, replied: "No. I am satisfied with the existing arrangements for clearing these compounds for safety. Although no evidence has been submitted sufficient to justify a further inquiry into their possible effects I am aware of public concern and the need for constant watch."

Mr T. Iremonger asked the Prime Minister if he would co-ordinate the work of the Department of Education and Science with that of the Home Office and the Department of Social Services on the misuse of drugs.

The Prime Minister replied: "This is being done."

## Petition against pharmacy closure

More than 700 residents in the vicinity of the National Co-operative's pharmacy at Long Elms, Harrow Weald, Middlesex, have signed a petition against a decision by the company to close down on August 1 because of "economic pressures and increased rents by the Greater London Council."

The manager of the pharmacy (Mr R. Hutchinson) suggests that the London Co-operative Society who rent the premises from the G.L.C. should take over and run the pharmacy themselves.

Support from the local Member of Parliament has been sought and the G.L.C. have promised to investigate.



# Product licensing date: Minister is still undecided

The date for the introduction of licensing for medical products is currently under review, Sir Keith Joseph, Secretary of State for Social Services, told the Commons this week—but he declined to make an announcement as to when it would be.

Mr A. Eadie asked the Secretary of State for Scotland what was the estimated current annual cost of checking prescription charges; what total sums were being recovered from patients not entitled to exemption; and how many were employed in this work listing grades and total salaries paid.

Mr Gordon Campbell replied: "It is estimated that the full-time equivalent of five officers and 11 clerical staff are employed in executive council offices on checking entitlement to exemption from charges at an annual cost of around £15,000. Charges recovered from patients who incorrectly obtained exemptions amounted to £341 for the year ended March 31, 1970.

Mr J. Pardoe asked the Minister of Agriculture if he would take steps to prohibit all imports to which pest control chemicals had been applied which are not allowed to be used in the UK.

Mr J. Stodart, Parliamentary Secretary, replied: "No. The consumer of imported foods is safeguarded by the provisions of the Food and Drugs Act, 1955, and the Imported Food Regulations, 1968."

In the House of Lords Baroness Wootton of Abinger asked the Government how many persons were convicted in 1969 of offences under the Drugs (Prevention of Misuse) Act 1964, and the Dangerous Drugs Act 1965; of these how many were in the 15-20 age group and how many were convicted of offences involving cannabis; and how many of the cannabis offenders were in the 15-20 age group.

Lord Windelsham, Home Office Minister of State, replied: "6,595 persons were convicted in the UK in 1969 under the Drugs (Prevention of Misuse) Act 1964 or the Dangerous Drugs Acts 1965 and 1967; of these 3,194 were aged 15 and under 21 years. The figures include 4,705 persons convicted of offences involving cannabis of whom 1,833 were aged 15 and under 21 years."

## Surgery and the 'pill' reviewed

The risk of post-operative thromboembolism is increased threefold to fourfold by the use of oral contraceptives, a retrospective study by workers at Oxford Radcliffe Infirmary has shown. (*Brit.med.J.*, July 18).

Of 30 patients with thromboembolism after operation, 12 had been using oral contraceptives, while only nine of 60 matched controls had been doing so. There was evidence that products with higher oestrogen content were the more hazardous.

The authors question whether oral contraceptives should be discontinued for a while before patients undergo elective surgical procedures and state their finding that the increased risk of thromboembolism was undetectable by four weeks after stopping medication. This is consistent with studies on the effects of oral contraceptives on blood clotting.

## PT-free sales to overseas tourists

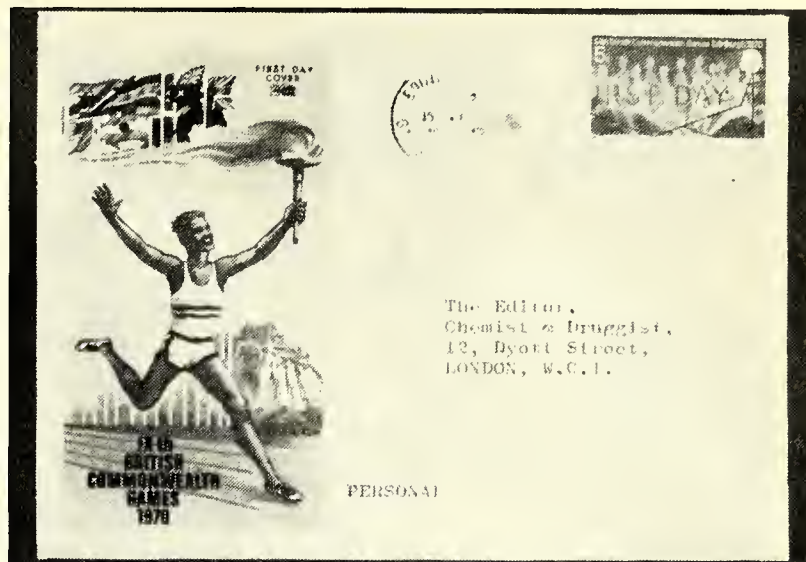
Two forms and a revised public notice designed to reduce the financial risk and counter work when retailers make tax-free sales to tourists from overseas were introduced on July 1.

By the use of the new forms the details that have to be completed by a retailer at the time of a tax-free sale amount to little more than when accepting a personal order on credit.

The new forms are:

☐ A completely revised Form P40 for use in the Personal Export scheme under which goods are sent from the shop direct to the exporting ship or aircraft; and

☐ a special Form PT40TC for use in the over-the-counter scheme under which tourists may take delivery of the goods in the shop provided that they undertake to produce the goods personally to Customs for



General medical practitioners this week received from Radiol Chemicals a "first-day cover" incorporating the Commonwealth Games commemoration stamp. The enclosure was a programme of the Games backed by information about Radian B and Aspellin. The company have also issued a new edition of their Radiol Handbook giving details of their veterinary products and much information for horse and dog owners. Complimentary copies of the Handbook are available to retail pharmacists—the published price is 2s

identification and to export them within three months of the date of purchase.

Use of the new forms is explained in a revised edition of Notice No. 77X (Purchase Tax—Retail Export Schemes) which is now being distributed.

The revised Notice No. 77X also clears up two points about the over-the-counter scheme where there has been uncertainty in the past. Paragraph 4 explains in detail how the scheme can be operated entirely without risk to the retailer and paragraph 27 emphasises that sales "over-the-counter" should be restricted to articles that can be carried on the person or in luggage normally carried by hand by a passenger.

## Heriot-Watt prizewinners

The 1970 prizewinners in the department of pharmacy at Heriot-Watt University are as follows:

**Second year:** Boots Pure Drug Co Ltd prize for general excellence: I. T. Scott; prize for physiology: Elizabeth J. Gray; Isobel Inglis Memorial prize for pharmaceutical chemistry: Elizabeth J. Gray and I. T. Scott.

**Third year:** Boots prize for general excellence: Mary M. Anderson; Boots prize for natural products: Mary M. Anderson, Sandra M. McGregor and S. Riddoch; Evans Medical Ltd prize for general excellence: first, Mary M. Anderson; second, S. Riddoch;

Pfizer prize for pharmaceuticals: Mary M. Anderson.

**Final year:** Duncan Memorial medal and prize, G. F. Merson Gold Medal, Boots prize, ICI Ltd (Pharmaceuticals) Division prize, Macfarlan Smith Ltd prize and J. Rutherford Hill Conference prize, Elizabeth K. Gunn; Evans Medical prize, Elizabeth K. Gunn and Anne E. P. Leven.

## Pharmacy dispute in France

French pharmacists have voted by an 82-per-cent majority to reject an increase to 5 per cent of their prescription income (from 2½ per cent), in the rebate which they make to the national security office.

Besides the bigger rebate, officials also sought more price competition and lower costs to consumers and the national health scheme, plus the creation of State-owned pharmacies. The pharmacists found these proposals "utterly rapacious."

An agreement signed in February 1968 was broken, as directors of the state fund had warned for several months.

In consequence of the rupture, proprietors of pharmacies will not remit the 2.5 per cent rebate; they will not put their stamp on medical prescriptions and the authorities expect to lose 80 million francs.

In several regions such as Le Havre, pharmacists have threatened total strikes, including interruption of emergency prescription services.



# COMPANY NEWS

## US terms for CIBA-Geigy merger

The US Department of Justice's conditions for the CIBA-Geigy merger (last week p 72) foresee initially that CIBA-Geigy should form a new corporation in the US to take over CIBA's dyestuffs and detergent optical brightening agent business. This new company would then have to be sold within two years.

Furthermore, Geigy will have to sell to a single purchaser all patents for pharmaceutical products and certain trademarks, as well as its interests in materials and information supplied to the Food and Drug Administration.

CIBA-Geigy would also have to supply to the purchaser necessary active ingredients for the pharmaceuticals concerned for a period of five years. CIBA, for its part, would have to grant to an eligible purchaser agro-chemical patents and "know-how", as well as access to FDA filings.

The boards of both companies feel that the resultant severe disadvantages are outweighed by the worldwide benefits of the CIBA-Geigy merger.

At the same time, Dr Robert Kaeppli, president of CIBA, has been nominated president of the new CIBA-Geigy "for an interim" period. Board delegate and a vice-president will be Dr Louis von Planta, currently president of Geigy. Professor Max Staehelin, of CIBA, will also be a vice-president.

## Cussons' profits fall

The group pre-tax profit of Cussons Group Ltd fell from £795,443 to £629,621 for the year ended March 29. Net profit was down at £343,907 (from £439,425) but dividend is maintained at 6.8d. per 2s. share.

The directors state that, given reasonable conditions, it is expected there will be a "significant improvement" in profits for the current year.

## Boots may change name

Boots Pure Drug Co Ltd may change their name to the Boots Company, said chairman Mr W. R. Norman at the company's annual meeting on July 16.

Mr Norman gave as the reason their growing overseas business. The name Boots Pure Drug Co dated from 1888 "when all drugs were not pure. The whole image is perhaps old fashioned now."

The new name would also be an umbrella for all forms of diversification which the company might want to undertake in the future. On progress of retail

sales in the first quarter of the current year (April-June) Mr Norman said they showed an increase of 9.2 per cent, "which is fractionally ahead of our target." Wholesale sales, home and export, were going well and there was no reason to suppose that profit was not also on target. "Bombshells apart we should have a good year," he added.

## In brief

**Hickson & Welch (Holdings) Ltd:** Interim dividend is 6 per cent. Group profits before taxation for half year ended March 31 was £1,007,000 (£836,500 in same period of 1969) after charging depreciation of £334,000 (£281,000).

The 1970 figures include the results of William Blythe & Co. Ltd for the full six months whereas the comparative figures include only three months.

**Ilford (Europe) Ltd** has been formed in Basle, Switzerland. It will have marketing responsibility in continental Europe for the products of Ilford Ltd, Ilford, Lumiere SA, Lyon, Faber GmbH, Neu-Isenburg and CIBA Photochemie AG, Fribourg, the latter with the exception of silver dye-bleach colour materials. This new company continues in effect the work of the former Ilford European marketing department.

**Polaroid Corporation:** Sales for the first half-year, exclusive of overseas results, were \$184.9 m (compared with \$192.7 m for the first six months of 1969); net earnings were \$24.9 m (\$24.2 m) and pre-tax profits, \$45.8 m (\$50.9 m). In 1969, net earnings of Polaroid's eleven foreign subsidiaries totalled \$8.5m compared to \$3.5m in 1968.

**Beecham Group Ltd** have sold off their door-to-door selling cosmetic subsidiary, Studio Cosmetics to Benson's Hosiery (Holdings) Ltd. Benson's have acquired the business on an asset basis for about £200,000 cash.

**Ayrton Saunders & Co Ltd:** Pre-tax profit for the year ended February 28 was £37,786 (against £26,970 in the previous year), including net profit on sale of assets nil (£10,131). Dividend is 5 per cent. (same).

**White Tomkins Ltd** is the new trading title adopted by White, Tomkins & Courage (Reigate) Ltd, as from July 20.

## Appointments

**Fabergé Inc.** have appointed Mr Geoffrey Burton their marketing manager.

**Boots Pure Drug Co Ltd** have appointed Mr B. Jefferies, Mr A. G. S. Wilkes and Mr L. A. Coombs to the board.

**Helena Rubinstein Inc.**, New York, have appointed Dr J. J. Mausner, corporate vice-president in charge of all the research and development. Dr Mausner has been a director of Helena Rubinstein Ltd, London, previously and is also past president of the Society of Cosmetic Chemists of Great Britain.



Nine sales representatives from FBA Pharmaceuticals Ltd, Haywards Heath, the UK subsidiary of Bayer Germany, visited the parent company's complex at Leverkusen recently. The three-day visit included tours of the Leverkusen plant and in particular the pharmaceutical packaging department, the new £9 m research division at Elberfeld, and the fibres division and petro-chemical cracking plant at Dormagen. In the picture are, from left, back row, E. G. Willsher, M. Davis, a member of the Leverkusen staff, A. Faludy (centre), R. Saden, R. Strock, P. Chidzey, L. Stuart (front), R. Donald, L. D. Wiltshire

## PEOPLE

**Mr Joseph William**, 73, of Somersall, near Chesterfield, has just celebrated his fiftieth year as a pharmacist and is still working, with no plans for retirement. For the past 22 years he has been in business at the former branch shop in Chatsworth Road, Brampton, Chesterfield, of A. Greaves & Son.

**Mr J. E. Th. M. Randag** has been elected president of the International Association of Seed Crushers in succession to Mr C. A. C. de Boinville, who has held the post since 1962. Mr Randag is chairman of Unilever Oils and Fats (Buying) division and vice-chairman of the Oil Milling division of Unilever NV.

**Dr A. M. Barrett** has been appointed professor and head of the department of pharmacology at Leeds University, where he succeeds Professor D. R. Wood, who has been elected full-time dean of the school of medicine at the University. Dr Barrett takes up his appointment from September 1. He was formerly with the pharmaceuticals division of Imperial Chemical Industries Ltd, and has held posts in the US and at the school of pharmacy, University of London.

## Deaths

**Foulds:** On July 12, Mr Hector Harvard Foulds MPS, 24 Languard Manor Road, Shanklin, Isle of Wight, aged 67. Mr Foulds was formerly in business at Harrow, Middlesex. Mr Foulds qualified in 1924.

**King:** On July 15, Mr William King, MPS, 3 Kirton Drive, Eaglesham, Renfrews. Mr King qualified in 1948.



## NEWS IN BRIEF

## The Xrayser column

### Professional collaboration

Dr I. M. Jones (a member of council of the British Medical Association) reminded the representatives at the annual meeting of the BMA that the Health Service was based on collaboration between a number of professions. The statement is one of importance. It was made during discussion of resolutions put forward with the objective of making compulsory on the pharmacist the named labelling of all dispensed products.

His observation was pertinent in view of the tone of one or two of the resolutions which seemed to me to regard collaboration as a one-sided exercise. The subject of NP has been before us so long now that I am a little vague as to the present position. I have, personally, come to the conclusion that there is more to be said for than against it, and I have agreed with the doctors in my area to name dispensed medicines, but that is a local example of co-operation. And I am satisfied in my own mind that NP should not be used as a lever in anything else.

It might, perhaps, be illuminating to look at the resolutions passed at the medical meeting. "In view of the rapid increase in the circulation of new pharmaceutical products, the BMA insist on the compulsory labelling of all containers." That is not particularly conciliatory in tone. Another motion wanted pressure brought to bear on the Minister to have the letters NP printed on all prescription forms. Dr G. W. A. Riddle (Gateshead) wisely said that to press the Minister would in no way settle the differences between the two professions at the present time and that to go to the Minister without consulting their colleagues in another profession would only exacerbate the difficulties.

Meantime, there is a simple means of achieving what is desired by those who are anxious to have the drugs labelled. All that is required is to append the two letters NP when writing the prescription.

#### Omissions

Another resolution which seemed to take a good deal for granted was to the effect that it would be of great help in an emergency if chemists would agree to add to the name of the tablets the number dispensed and the date of dispensing, and that that provision would be implicit if "NP" was written on the prescription. The motion was successful. But there are many ways in which the doctor could smooth the path of the pharmacist which would not require the passing of resolutions.

They seem so elementary as to be scarcely worth mentioning, were it not that they crop up with irritating frequency. I refer to the prescriber's omission of the strength of tablet or capsule required; to the absence of any mention of the quantity to be supplied, and to the habit of omitting directions. There are legal requirements as to the dosage of prescriptions in the Fourth Schedule, and if pharmacists were to insist that incomplete prescriptions be returned to the doctor for completion before dispensing, the service would break down. Collaboration and co-operation should be urgently sought, and efforts made to remind doctors of the legal obligations.

#### Upsurge of prices

I have been astonished by the number of price increases in the last three or four weeks. There is scarcely a mail which does not bring intimation of rising prices, brought about by rising costs, and the acceleration to which we have been subjected suggests that the cumulative price supplement will rival in size the quarterly price list by the time another is due. I am at a loss to account for the sudden upsurge at a time when we might have expected to find some stabilisation of prices. Can your readers throw any light on this knotty and unwelcome problem?

□ The General Index of Retail Prices in June was 139.9 (January 1962=100) compared with 139.5 in May.

□ Guests at the banquet during the British Pharmaceutical Conference in Leeds will include Sir Derrick Dunlop and Lord Boyle.

□ The Committee on Safety and Health at Work has invited organisations and individuals to send written evidence to the secretary, Mr M. Wake, at Hobart House, Grosvenor Place, London SW 1.

□ The Department of Health has issued a revised memorandum (HM(70)37) listing centres holding supplies of agents for the prophylaxis of rabies and tetanus, and the treatment of anthrax, botulism, organophosphorus poisoning and tetanus.

□ The Central Youth Employment Executive has published a new edition of its booklet on pharmacy in the "choice of careers" series. It outlines the work of the pharmacist, training and prospects, and has a separate section on dispensing technicians. HM Stationery Office, price 1s 6d.

□ The 1970 Glaxo Travelling Fellowships for British science writers were presented at Stationers' Hall, London, recently. The national award went to Mr N. Wade, assistant editor *Nature*, who plans to study cancer research in Europe and the USA, and the regional award to Mr J. A. McKiernan of the *Evening Chronicle*, Newcastle, who intends to visit Scandinavia and the USA.

□ Drug prices in Ceylon are to be cut by 5 per cent, at the request of the Permanent Secretary of the Ministry of Health, Dr S. Wooratunga. The president of the Pharmaceutical Traders' Association, Mr J. Camillus, said that the Permanent Secretary had appealed to the Association to help the Government by reducing the price of drugs. "We were not able to go beyond 5 per cent because drugs are already sold at controlled prices," he said.

## SPORT

### Golf

**Northumberland and Durham Chemists' Golfing Society.** Members competed at Brancepeth Castle on July 8 for the John McMillan Memorial Trophy donated by Wilkinson & Simpson Ltd. Winner was B. Hopper with 36 points. Winner of the Mucrow cup was A. T. Glover with 32 points.

**Edinburgh Chemists' Golf Club.** An outing over Gullane No 2 course recently for the Rainy-Brown Medal resulted in a win for J. B. McCaig (6) 71. Other results: Best scratch score, C. F. Ireland 76; No 1 section W. Renton (6) 71; No 2 section W. Watson (27) 71.

### Bowls

**Ulster Chemists' Association:** The annual bowling match for the Rexall Trophy between the Scottish Chemists and Ulster Chemists was played at Beith (Ayrshire) bowling club on June 24. Owing to inclement weather only 11 ends were played, the Ulster Chemists winning by 23 shots, 31—54. Skips and scores (Scottish names first) were: D. Bernard 10, S. P. McIlroy 14; A. Caldwell 5, W. McNally 13; J. Menzies 9, A. Steen 11; A. Condie 7, J. McKee 16.



# **norlyn** **NIKNAX<sup>®</sup>**

**Being launched  
September 1970**

in

Daily Express-Daily Mail  
Daily Mirror-Sunday Express  
Evening Standard-Evening News

Woman-Womans Own  
Womans Realm-Annabel  
Nova-Vanity Fair-Flair  
"19"-Petticoat-Honey-She

**38 INSERTIONS in 8 weeks**

to be seen by more than 23 million  
people backed with showcards,  
packs, point-of-sale and  
separate P.R.



**8/11** SRP

**STOCK UP EARLY**  
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**"PICK-A-PACK" OF NIKNAX<sup>®</sup>**

NIKNAX are super stretch sheer looking tights in 20 denier micromesh nylon, with a revolutionary, visually protective cover-up gusset which makes panties unnecessary. NIKNAX give freedom and comfort, wash and dry overnight. No more ugly ridges or bumps where panties used to be.

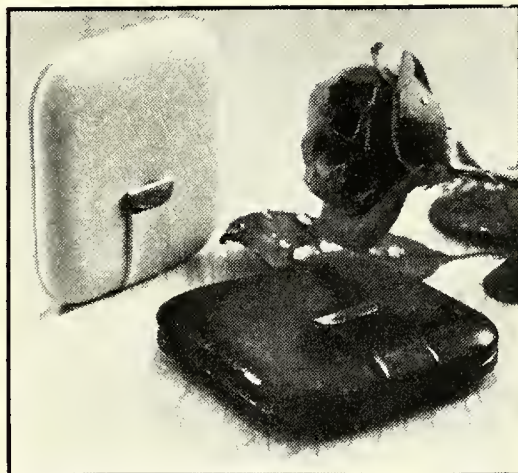
Sole Distributors to the Pharmaceutical Trade:—

Global Pharmaceuticals Ltd, 62 Kenilworth Road, Edgware, Middlesex. 01-958 5476

**NORLYN SALES (UK) Ltd.,**  
55 George Street, London, W1H 5PH. 01-486 2066



# NEW PRODUCTS AND PACKS



## *Slimline compact*

Revlon have a new Touch & Glow compact in soft vinyl (25s). Soft to the touch, slim enough to slide easily into the narrowest handbag: two shades: navy and beige. (Revlon, 86 Brook Street, London W 1.)

## *In two fragrances*

A new addition to the Aronde range is an aftershave lotion that is in two fragrances. Pack is a cylindrical bottle (7s 11d), in standard cartons of 12. A tester for customer use is available. (Columbia Products Co Ltd, Sherborne Avenue, Bin-stead, Ryde, IOW.)

## *Shaving companion*

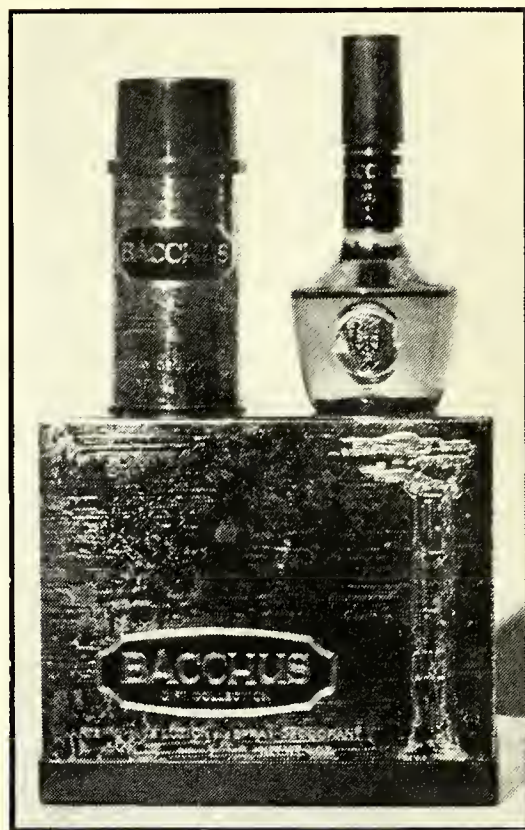
Cossack Speedfoam (6s 6d) is claimed to take the chore out of shaving. An aerosol application, it comes in a bright green can with a line drawing of a mounted cossack similar in design to that adopted for Cossack hairspray (Reckitt & Colman toiletries division, Sunnysdale, Derby.)

## *Leichner mascara*

Leichner have introduced a new brush-on mascara (6s 9d) in four strong colours: jet black, real brown, gun grey and navy blue.

## *Fruity, spicy and masculine*

Coty have entered the men's toiletries market with a Bacchus range comprising: after-shave, 4 oz bottle (37s 6d), Cologne 4 oz (42s 6d), deodorant (21s) and talcum (17s 6d). The after-shave and Cologne are packed in green flasks and the packaging is distinctive. The fragrance is described as fruity and spicy with a sweet herbaceous after effect. (Coty (England) Ltd, Great West Road, Brentford, Middlesex.)



## *Two-strength hair spray*

Outdoor Girl's new hair spray comes in two strengths, natural hold and firm hold, to keep every type of hair in order. It is said to brush out easily. Pack is a 6-oz. can (4s 10d). (Girl Cosmetics Ltd, Surbiton, Surrey.)

## *Sundries*

### *Iceberg—a new ice bowl*

The functional Iceberg ice bowl (89s 6d) from BOC Consumer Products features efficient insulation, a carry-handle, built-in tongs and water separator.

The bowl is black and the lid comes in emerald green, ruby and old gold. (The British Oxygen Co Ltd, London W 6.)

### *Five for 2s. 6d.*

The Jewel Razor Co Ltd are offering their new Sheffield special stainless razor blades in packs of five (2s 6d). The packs may be obtained in blister form or in a "pillar pack" carton. Window stickers and other promotion aids are available to chemists. (Distributors: A. L. Simpkin & Co Ltd, Hunter Road, Sheffield 6.)

## **Dietary aid**

### *Bisks vitamin diet supplement*

Fisons Ltd, pharmaceutical division, has introduced a new product under the Bisks name. Bisks vitamin diet supplement (6s) is a tablet specially formulated to counteract the vitamin and mineral deficiencies often associated with incorrectly balanced diets. One tablet per day will give the slimmer all the important vitamins, and minerals which she needs to keep her healthy.

The handy-size packs, contain 24 foil-wrapped tablets come in their own compact display outer. (Fisons Ltd, pharmaceutical division, Loughborough, Leics.)

## **Cosmetics and toiletries**

### *Skin moisturiser*

Newly-launched Fenjal skin moisturiser is described as "a rich moisturising lotion with a formula based on a sophisticated complex of second generation lanolin derivatives and humectants." Fenjal skin moisturiser (14s 9d) is not another form of Fenjal Creme-Bath but is designed to maintain skin moisture levels and to replace natural oils lost through the action of detergents, water, atmospheric conditions, etc.

Fenjal Moisturiser is in a pearly green bottle with a classic white design, capped in gold, containing 110cc. (Scott & Bowne Ltd, 50 Upper Brook Street, London W 1.)

### *Synthetic wig shampoo*

Another product for the hair world from Steiner, synthetic wig shampoo (4s 6d) makes wig washing as simple as washing hair say the makers.

Steiner wig shampoo prevents the fibres swelling and becoming unmanageable. After shampooing, it guards against static electricity developing and the fibres becoming "fly-away." It also removes lacquer and stops the wig tangling.

Packaged in an unbreakable bottle with a built-in applicator top. (Steiner, 66 Grosvenor Street, London W 1.)



# TRADE NEWS

## Kodak raise the prices of still and movie films

After consulting the Ministry of Technology and the Department of Employment and Productivity, Kodak Ltd have raised the prices of roll, 35mm and movie films. Details are given in this week's Price List Supplement.

Processing charges for Kodachrome films sold "processing excluded" are to be raised but there is no alteration in processing charges for Ektachrome and Kodacolor films.

Kodak have also announced increases in the prices of certain professional black-and-white sheet films from July 20 and higher prices will be introduced for the repair of amateur equipment from August 3.

### New pack designs for Eno

Beechams are coming out with new pack designs this summer for the complete range of Eno. Bubbles and sparkles and words such as "sparkling" appear on both cartons and bottle labels. The new packaging for Eno is part of Beecham's re-launch for the product.

### Suture manufacture to cease

London Hospital (Ligature Department) Ltd announce that they will shortly cease to manufacture the present range of sutures. However, as it is anticipated that stocks will be available for several months, the sales and distribution will, as in the past, continue to be handled through their existing distributors.

### Withdrawal of Dilavase

Due to expiry of the licence under which the product was manufactured, Organon Laboratories Ltd announce the withdrawal of their product Dilavase on August 1. After that date no further supplies will be available. Returns for credit addressed to the factory at Newhouse, Motherwell, Lanarkshire, will be accepted up to and including September 30.

### Economy size shampoo

Alberto-Culver have introduced an economy-size Get Set shampoo. Containing 495cc (9s), it comes in a shatter-proof, clear plastic bottle. The company believe that an increasing proportion of families are interesting themselves in the economies of bulk buying, and they expect the giant-size shampoo to find a ready market—particularly among families with children. (Alberto-Culver Co, 44 Newington Causeway, London SE 1.)

## Bonus offers

FBA Pharmaceuticals Ltd, Haywards Heath, Sussex, Iversal antiseptic lozenges, 42 invoiced as 36, 90 invoiced as 72, 197 invoiced as 144. (August 1-October 31.)

Alberto-Culver Co, 44 Newington Causeway, London, SE 1. Get Set shampoo, 495cc, 12 invoiced as 10.

Bayer Products Co, Surbiton, Surrey, Panadol elixir 60 ml. 12 invoiced as 11, 24 invoiced as 20.

A. H. Robins Co Ltd, Redkirk Way, Horsham, Sussex. Dimotapp L.A.6. 24 invoiced as 22. (Introduction October 1.)

## PRESCRIPTION SPECIALITIES

### CYTOSAR

**Manufacturer** Upjohn Ltd, Crawley, Sussex  
**Description** Cytosine arabinoside, available as 100mg freeze-dried powder with accompanying 5ml diluent (water for injection with benzyl alcohol 0.9 per cent w/v). Before freeze-drying the pH of Cytosar is adjusted to 5.0 with hydrochloric acid or sodium hydroxide

**Indications** Acute myeloblastic leukaemia; also effective in other acute leukaemias

**Contraindications** As Cytosar is teratogenic, should be used in women who are or may become pregnant only after consideration of the potential benefits and hazards

**Dosage** Continuous treatment with rapid injection of 2mg per kilo per day starting dose, or 0.5-1mg per kilo per day by infusion. Alternatively intermittent treatment by rapid injection intravenously of 3-5mg per kilo per day followed by 2-9 day rest period. Remissions must be maintained with periodic injections. (See literature)

**Notes** Must be used only by physicians experienced in cancer chemotherapy

**Side effects** Bone marrow suppression with leucopenia, thrombo-cytopenia and anaemia. Vomiting, diarrhoea, abdominal pain, oral ulceration, possibly hepatic dysfunction

**Shelf life** Prepared solution must be used within 48 hours.

**Pack** 100mg with diluent (29s 5d trade)

**Issued** July 1970

### KELOCYANOR (Cobalt EDTA)

**Manufacturer** Laroche Navarron Laboratories, France

**Distributor** Rona Laboratories Ltd, Cadwell Lane, Hitchin, Herts

**Description** Injectable glucose solution containing 1.5 per cent dicobalt tetracemate

**Indications** Antidote for acute cyanide poisoning (in addition to standard treatment, oxygen etc)

**Method of use** To be used as soon as possible after the onset of poisoning by the rapid intravenous injection of Kelocyanor; followed immediately by a 50 ml injection of hypertonic glucose solution (dextrose injection, strong, BPC) using the same needle which must be of suitable size to allow sufficiently rapid administration.

**Dosage** 2 ampoules (40ml) immediately followed by an injection of hypertonic glucose solution, (Dextrose Injection, Strong, BPC).

In a case of insufficient improvement (shown by a lack of a rise in blood pressure) inject within the next 5 minutes a third ampoule of Kelocyanor, also followed by another injection of hypertonic glucose solution.

**Notes** Recommended as first choice for specific therapy by the Department of Health  
**Packs** Box of six ampoules

### DISIPAL injection

**Manufacturer** Brocades (Great Britain) Ltd, Trend House, Pyrford Road, West Byfleet, Surrey

**Description** 2ml ampoules each containing 40mg orphenadrine hydrochloride

**Indications** Parkinsonism; prevention and control of extrapyramidal side effects induced by major tranquillisers, eg phenothiazines

**Dosage** 20-40mg (1-2ml) by intramuscular injection. For continuous use, maximum dosage up to 6ml daily in divided doses

**Precautions** Caution in patients with glaucoma and prostatic hypertrophy

**Side effects** Dryness of mouth and disturbances of accommodation may occur occasionally, disappearing spontaneously in most cases, or on reduction of dosage

**Pack** 10 x 2ml ampoules in plastic tray in cardboard sleeve (25s trade)

**Supply restrictions** PI, S4B

**Issued** July 1970

## TRADE SHOWS NEXT WEEK

### Croydon

*Greyhound Hotel*, July 26-31, Shulton (GB) Ltd; July 27-30, H. Bronnley & Co Ltd, Jean Sorelle Ltd, M & R Norton Ltd; July 27-31, Cussons Sons & Co Ltd, House of Roberts, Windsor.

## ON TV NEXT WEEK

Ln = London; M = Midland; Lc = Lancashire; Y = Yorkshire; Sc = Scotland; WW = Wales and West; So = South; NE = North-east; A = Anglia; U = Ulster; We = Westward; B = Border; G = Grampian; E = Eireann; CI = Channel Islands

**Agfa-Gevaert products:** All except NE, E  
**Alka-Seltzer:** All areas

**Askit:** B, G

**Ayds Trimwheel:** Ln

**Brylcreem:** All except E

**Comet hair cutter:** Ln, So

**Cool Charm:** All except E.

**Dettol:** Ln, M, Lc, Y, WW, So, A, U, We, B

**Disprin:** Ln, Lc, Y, Sc, WW, U, We, B, G, CI

**Enos:** Ln, M, Lc, Sc, WW, So, U

**Fynnon Spa:** Ln, M, Lc, WW, So, NE, A, We

**Heinz baby foods:** All areas

**Immac:** All except Ln, Sc, WW, E

**Imperial Leather soap:** All except Sc, A, G, E

**Iron Jelloids:** Ln, M, Lc, WW, So, NE

**Macleans:** All except E

**Optrex:** Ln, So

**Phyllosan:** WW

**Poli-Grip:** M, Lc, Y, Sc, NE

**Poly Lady:** M

**Setlers:** Ln, M, Lc, WW, So, A, U

**Silvikrin:** All except We, E

**Steradent:** All except So, NE, A, E

**Target:** Ln, WW, So, We

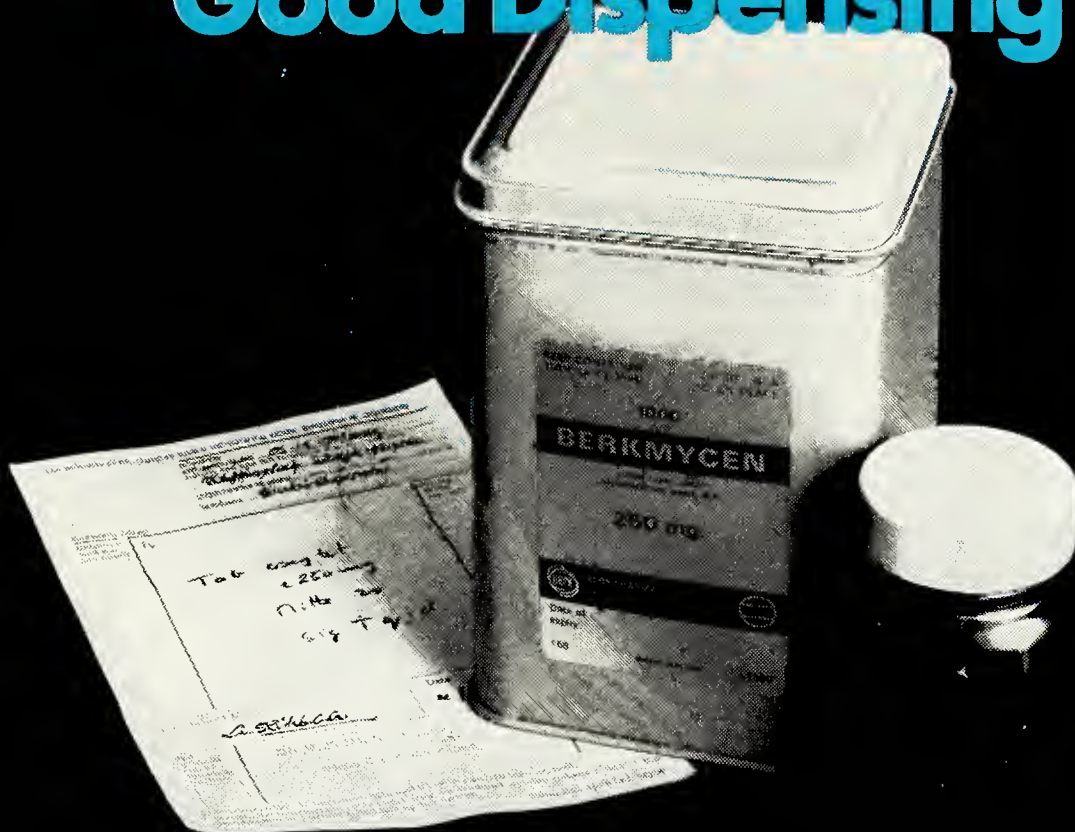
**Trufood baby milk:** M, Lc, Y, So

**Vosene:** All except E

**Yeast Vite:** All except E



# Good Dispensing



# Good Business

Both by professional and business standards BERK Economy Brands are the best choice for "open" prescriptions.

All are made with the same care as the specialities upon which our reputation is firmly based, yet prices are remarkably low.

When you need standard preparations to meet "open" prescriptions, the brands named below will give you the best possible value for money, including the assurance of quality upon which our name depends.

Approved Name	Berk Brand Name	Presentation	Packs
Bendrofluazide	BERKOZIDE®	Tabs 2.5 mg & 5 mg	100 & 1000
Erythromycin	ERYCEN*	Tabs 250 mg	100 & 500
Imipramine	BERKOMINE®	Tabs 10 mg Tabs 25 mg	250 & 1000 200 & 1000
Nitrofurantoin	BERKFURIN®	Tabs 50 mg & 100 mg	100 & 1000
Oxytetracycline	BERKMYCEN®	Tabs & Caps 250 mg Syrup 125 mg/5 ml	100 & 1000 500 ml
Penicillin V	ECONOPEN® V	Tabs 125 mg & 250 mg	100 & 500
Phenylbutazone	FLEXAZONE®	Tabs 100 mg Tabs 200 mg	250 & 1000 250
Quinidine sulphate	AURIQUIN*	Tabs 200 mg & 300 mg	100 & 500
Tetracycline	TETRACHEL*	Tabs 250 mg Caps 250 mg Syrup 125 mg/ml	100 & 1000 100 & 500 500 ml

Further details available on request



**BERK PHARMACEUTICALS LIMITED · GODALMING & SHALFORD · SURREY**

\*Trade Mark (R) Reord. Trade Mark

J.3043



# AGREED STANDARD STERILE PROCEDURE PACKS SCHEME



Above: medium dressing pack, gamma-irradiated as received from manufacturer

Below: after outer polythene bag is removed, sealed lid of pack is peeled off



## Controlling footborne contamination in sterile areas

Footborne contamination at the entrance to clean areas can be arrested by the use of Permacel contamination control unit. Contact with the adhesive material strips off dirt, dust, fluff and grit, holding the contaminants on the mat. When the exposed adhesive sheet becomes soiled it is peeled off, leaving a fresh one ready for use. (Hospital division, Johnson & Johnson Ltd, Slough, Bucks.)



Only dressings that have been sealed and sterilised at the point of manufacture are now in use in the wards of those Scottish hospitals controlled by the South-eastern Regional Hospital Board. The trial scheme, due to run for three years, has aroused the interest of other hospital boards throughout Britain as well as nursing authorities in the US.

Formerly, supplies were bulk-packed in drums—later to be replaced by cardboard boxes—and taken to the wards as needed. As the central sterilising concept gained momentum throughout the country, a number of hospitals attempted to overcome the problem by establishing small hospital central sterilising departments. But these small units proved to be expensive in staff and equipment and did little to rationalise the many items of medical materials in use in hospitals. The larger area or regional central sterile supply department was considered the likely solution to both the bacteriological and economic problems of medical supply.

Within the South-eastern region one such unit had been built by 1965 and one larger one was planned, when the Board formed a working party to consider the rationalisation of supplies through standardised composite procedure packs.

Concurrently with this development on a regional scale, a number of hospital sterilising units within the region were already independently devising composite packs for various procedures.

The vast majority of materials included in the lists of contents of the packs was already available in a disposable form and in actual use in hospitals. The working party felt that, if the manufacturers of the materials could package the items for each pack as specified by the working party in a form acceptable to the hospitals, the object of standardising the composite procedure pack throughout the region would have been achieved without the need for building a central sterile supply department at all.

Subsequent discussions took place with several companies and after the Board had accepted the working party's report tenders were invited from manufacturers interested in the supply of the accepted procedure packs for a period of three years. Johnson & Johnson Ltd and Smith & Nephew-Southalls Ltd, made a joint submission, which was accepted by the board. It runs for a period of three years with the option to the board of extending the contract for a fourth year.

There are 15 disposable procedure packs in the range developed by the Board.

Each pack of components includes a disposable tray which serves as a primary sterile working area and is opened by means of a peeler strip. Simple pack dispensers—replenished as necessary—are installed in the wards.

The annual cost of delivering 15 types of the disposable packs will be £200,000, which is claimed to be less than would be involved in the running of a series of central sterile supply departments by the hospitals concerned. The Board is expected to save £½ million in capital spending by not having to provide another central sterilising department.



# SUPASAC

the slimmer's sweetener  
with the **fat 100% profit**  
**for chemists only!**  
from your usual wholesaler

		Trade		Tax		Retail	
<b>Rebut (336 Dendron)</b>							
600	small	70	4	36	9	11	5
	medium	117	1	61	2	19	0
1200	small	86	3	45	1	14	0
	medium	141	8	74	1	23	0
	large	234	2	122	4	38	0
<b>Bands (1227 THP)</b>							
Infectant	200ml	17	7	—	—	1	11
	340ml	24	2	—	—	2	8
	570ml	36	1	—	—	4	0
<b>(451 F &amp; J) entire entry</b>							D
<b>Clock (514 Gillette)</b>							
Les carbon	(5)	19	2	7	0	1	9
		(20 pkts)		(20 pkts)			
stainless	(5)	32	10	12	0½	3	0
		(20 pkts)		(20 pkts)			
<b>Pour (333 Cupal)</b>							
& flu capsules†		30	0	—	—	3	9
ture		23	0	7	7	3	8
yders		17	4	5	8	2	8
<b>(3 BM)</b>							
ciment		20	1	7	4	2	10
<b>(1113 5 &amp; 8)</b>							
t cream both sizes		—	—	—	—	—	D
<b>(211 Butler) †</b>							
enges		18	0	6	7	3	3
ciment		18	0	6	7	3	3
<b>m (143 BM)</b>							
ets		14	2	5	2	2	0
<b>ile (117 8PL)</b>							
ets	100	36	0ea	—	—	67	3
ks of 28 and 250							D
azide (1429 TL) existing entry							I
azide (1429 TL)							
sules 250 mg	50	20	0ea	—	—	30	0
	250	87	0ea	—	—	130	6
500 mg	50	41	10ea	—	—	62	9
	100	72	6ea	—	—	108	9
ets 250mg	25	9	0ea	—	—	13	6
	250	66	0ea	—	—	99	0
	1000	240	0ea	—	—	360	0
<b>brom (1429 TL)</b>							
ets	100	12	6ea	—	—	18	9
	1000	100	0ea	—	—	—	
<b>toplast (339 CG)</b>							
ssing first aid M295		16	10	—	—	2	0
washable M296		16	10	—	—	2	0
M207		9	6ea	—	—	13	5
pieces asst. M96		10	9ea	—	—	15	0
0 pieces asst. M284		9	10ea	—	—	13	10
5 pieces asst. M95		12	6ea	—	—	17	4
0 pieces asst. M304		9	0ea	—	—	12	8
<b>ces</b>							
0 × ¾ × 3 M304L		10	10ea	—	—	15	2
0 × ¾ × 1½ M304S		6	0ea	—	—	8	6
0 × ¾ × 2½ M304M		9	0ea	—	—	12	8
<b>and dressings</b>							
0 × ¾ × 1½ M97		9	7ea	—	—	13	4
0 × ¾ × 2½ M98		8	8ea	—	—	12	2
0 × ¾ × 3 M99		8	8ea	—	—	12	2
<b>individually wrapped</b>							
M371		26	3	—	—	3	1
<b>trip</b>							
n × 1yd M271		23	4	—	—	2	9
n × 5yd M266		112	0	—	—	13	1
n × 1yd M305		27	7	—	—	3	3
n × 5yd M267		137	8	—	—	16	3
n × 1yd M272		30	7	—	—	3	7
n × 5yd M268		150	9	—	—	17	8
n × 1yd M273		35	7	—	—	4	2
n × 5yd M269		178	0	—	—	20	9
<b>otoprufr (339 CG)</b>							

		Trade	Tax	Retail
tablets	500ml 100 500	10 0ea 7 6ea 28 0ea	— — —	— — —
<b>Agfa (16 AGL)</b>				
binoculars 8x30		—	—	497 6
case		—	—	85 9
10x40		—	—	665 0
case		—	—	95 3
films black & white				
Dia direct reversal		—	—	23 0
35mm 36exp.		—	—	
papers 8rovira &				
Record Rapid single				
weight				
3½x5	100	—	—	20 6
3½x5½	25	—	—	7 2
	100	—	—	22 7
4¼x6½	25	—	—	11 3
	100	—	—	33 10
5x7	100	—	—	40 0
6½x8½	10	—	—	8 2
	100	—	—	58 5
8x10	10	—	—	11 3
	100	—	—	83 0
10x12	10	—	—	16 5
	50	—	—	65 7
double weight				
3½x5	100	—	—	24 7
3½x5½	25	—	—	8 2
	100	—	—	26 8
4¼x6½	25	—	—	12 4
	100	—	—	40 0
5x7	25	—	—	14 4
	100	—	—	47 2
6½x8½	10	—	—	9 3
	100	—	—	69 0
8x10	10	—	—	13 4
	100	—	—	99 0
<b>Agfatronic (16 AGL)</b>				
flashguns	140A 160A	— —	— —	439 6 549 9
<b>Aggrim (969 Pfizer)</b>				
bullets cattle	10	75 10ea	—	89 3
sheep	20	62 6ea	—	73 6
<b>Airwick (671 Jeyes)</b>				
bottle		37 6	—	4 1
refill		30 5	—	3 4
aerosols				
alpine mist		30 5	—	3 4
fly killer		30 5	—	3 4
lilac time		30 5	—	3 4
springtime mist		30 5	—	3 4
moth proofer		39 4	—	4 1
<b>Aladdin (24 ALAD)</b>				
super food flask	16oz 32oz	— —	— —	15 11 19 11
<b>Albion (339 CG)</b>				
cotton wool	1oz 2oz 4oz	8 10 13 11 22 11	— — —	1 2 1 9 2 8
carton	16oz	6 1ea	—	7 9
paper wrapped	8oz 16oz	39 5 5 7ea	— —	4 4 7 5
<b>Algemarin (708 KI)</b>				
foam bath				
tube size 1		12 10	4 8	2 0
size 2		50 6	18 6	7 11
bottle size 3		15 3ea	5 7ea	28 6
size 4		53 0ea	19 5ea	99 0
<b>Alkadonna (228 Carlton)†</b>				
suspension dp 2l		42 6ea	—	—
dp 1 gal		80 0ea	—	—
tablets dp 500		24 0ea	—	—
dp 350		—	—	—
<b>Allenbury's (34 A &amp; H)</b>				
malt extract	1lb 2lb	47 3 88 6	— —	5 3 9 10
with c.l.o.	1lb 2lb	47 3 88 6	— —	5 3 9 10
pastilles blackcurrant				

		Trade		Tax		Retail	
	2oz	23	0	5	1	3	0
	1lb	10	9ea	2	5ea	16	9
<b>Allinson (40 Allinson)</b>							
dried yeast	4oz	62	6	—		2	2
		(3doz)					
starch reduced rolls							
white or brown	15	69	6	—		2	4
		(3doz)					
	28	40	0	—		4	0
<b>Ambrosium (75 AAL)</b>	existing entry						
<b>Ambrosium (75 AAL)</b>							
slim plan	2 week size	100	0			12	6
	4 week size	162	0	—		20	0
snig oil	1oz	11	6	4	2	2	0
	2oz	20	6	7	6	3	6
	4oz	35	0	12	10	6	0
tonic	137g	37	0	—		5	0
	274g	74	0	—		10	0
	420g	111	0	—		15	0
<b>Amethozol (776 JML) †s7</b>							
ointment (vet.)	5g	24	0	—		—	
<b>Aminacyl (1303 Wander)</b>							
sodium PA5 powder							
	500g	27	7ea	—		—	
cachets 1.5g	100	16	9ea	—		—	
	500	74	5ea	—		—	
intravenous drip	250g	42	0ea	—		—	
tablets 0.5g	500	19	9ea	—		—	
	0.75g	500	25	9ea	—	—	
<b>Amm-I-Dent (1178 Stafford)</b>							
tooth paste	41g	19	9	7	3	2	9
	75g	27	6	10	1	3	10
<b>Amokole (781 Lusty)</b>							
tablets	50	28	0	10	3	4	3
	125	54	0	19	9½	8	0
<b>Andre Philippe (48 AP)</b>							
cruet set	31	—		—		—	
shampoo's	14	—		—		—	
<b>Antimate (143 BM)</b>							
aerosol		49	6	—		5	6
fluid		33	9	—		3	9
tablets		22	6	8	3	3	2
		40	10	15	0	5	9
<b>Antiperiodic (211 Butler)</b>							
tablets	250	72	0	—		9	0
	500	11	0ea	—		16	6
	1000	20	0ea	—		30	0
<b>Antistin-Privine (262 Cl8A)</b>							
solution	4oz						
<b>Apronen (227 Erba)</b>							
flour	1k	15	2ea	—		17	4
<b>Aqua Manda (532 Goya)</b>							
after shave		51	10	28	6	8	10
fragrance	1oz	45	10	25	2½	7	10
	3½oz	79	0	43	5½	13	5
	7½oz	129	7	71	3	22	0
golden body rub		63	8	35	0	10	10
hand lotion		43	8	24	1	7	5
herbal bath oil		63	8	35	0	10	10
	sachet	8	3	4	6½	1	5
foam bath		54	3	19	11	8	5
	sachet	9	0	3	3½	1	5
oatmeal beauty soap		17	0	6	3	2	5
talcum		37	8	20	8½	6	5
<b>Aramis (425 ELC)</b>							
after shave concentrate							
	2oz	—		—		45	0
master shave kit		—		—		65	0
pre-shave concentrate							
	3oz	—		—		35	0
shaving concentrate							
	3oz	—		—		35	0
<b>Aronde (287 CPC)</b>	existing entry						
<b>Aronde (287 CPC)</b>							
bath crystals	0274	34	4	18	5	5	11
bath essence	0270	46	7	25	0	7	11
bath oil	0272	46	7	25	0	7	11
capsules	0291	52	5	28	3	8	11
bubble bath	0273	31	9	11	4	4	11
gardenia	0280	38	2	13	8	5	11

Soluble · Lente · Protamine · Globin · Isophane and 'Nuso' Neutral Insulin



**Burroughs Wellcome & Co. (The Wellcome Foundation Ltd.) Dartford, Kent**



		Trade	Tax	Retail
rose	0281	38 2	13 8	5 11
pine	0282	38 2	13 8	5 11
giant (lilac, jasmn,				
blue hyacinth)	0284	57 8	20 7	8 11
herbal	0285	11 10	4 3	1 10
triple	0279	74 6	26 7	11 6
childrens rabbit	0268	31 9	11 4	4 11
dog	0269	29 1	10 4	4 6
clown	0271	44 8	16 0	6 11
	0276	38 2	13 8	5 11
cleansing milk	0038	34 4	18 5	5 11
	0027	17 2	9 3	2 11
cream rinse	0024	25 3	9 1	3 11
	0236	12 4	4 6	1 11
deodorant aerosol				
	0157	34 4	18 5	5 11
roll-on	0043	26 6	14 2	4 6
spray	0156	20 8	11 1	3 6
dusting powder	0029	58 2	31 8	9 11
eau de Cologne	0178	29 0	15 6	4 11
eyebrow pencil	0103	11 4	6 0	1 11
eye shadow quartet				
0107 and 0108		17 2	9 3	2 11
hair setting lotion	0025	26 6	14 2	4 6
hair spray aerosol				
	0123	46 7	25 0	7 11
	0150	29 0	15 6	4 11
hand and body lotion	0050	34 4	18 5	5 11
hand cream	0031	26 6	15 6	4 6
Busy-Miss	0033	13 3	7 1	2 3
hot water bottles	2012	59 0	—	6 9
	2013	57 0	—	6 3
	2014	66 0	—	7 6
lavender water	0180	29 0	15 6	4 11
lipstick	0255	22 4	11 4	3 9
quartet	0441	14 5	7 11	2 6
liquid make up	0225	23 1	12 5	3 11
mascara brush on	0102	29 0	15 6	4 11
moisturising cream	0028	29 0	15 6	4 11
shampoos				
egg and lemon	0069	10 9	3 10	1 8
	0010	34 0	12 0	5 3
	0071	27 6	9 9	4 3
	0081	31 9	11 4	4 11
beer	0072	27 6	9 9	4 3
beer cream	0082	31 9	11 4	4 11
childrens	0275	31 9	11 4	4 11
coconut oil	0077	27 6	9 9	4 3
composite	0232	38 2	13 8	5 11
conditioning	0073	27 6	9 9	4 3
herb	0075	27 6	9 9	4 3
lanolin	0076	27 6	9 9	4 3
	0011	34 0	12 0	5 3
lanolin cream	0083	31 9	11 4	4 11
lemon cream	0023	31 9	11 4	4 11
medicated	0074	27 6	9 9	4 3
triple pack	0283	51 2	18 4	7 11
sun oil	0411	34 4	18 5	5 11
talcum	0030	23 1	12 5	3 11
perfumed	0026	34 4	18 5	5 11
witch hazel tonic				
cleanser	0035	29 0	15 6	4 11
Arpentol (1429 TL)†s4a				
capsules		7 0ea	—	10 6
	500	62 6ea	—	93 9
	1000	108 0ea	—	162 0
Arrid (235 Carteret)				
deodorant cream		27 6	10 1	4 0
		34 4	12 7	5 0
deodorant roll-on		38 4	21 1	6 2
refill		33 10	18 7	5 5
spray squeeze bottle		27 5	15 1	4 5
Supreme aerosol		—	—	—
talcum powder		—	—	—
Artic Glow (1261 Ucal)				
2oz		30 0	11 0	4 7
Asahi Pentax (1027 Rank)				
camera 5L		—	—	1999 7
Asculyt (232 Carter)				
capsules	42	4 6ea	1 8ea	8 6
Asilone (117 BPL)				
tablets 250mg	100	23 4ea	8 7ea	43 7
50mg	100	10 0ea	3 7ea	18 7
Assugrin (1520 IPM)				
Astral (509 Gibbs)				
cream		17 10	9 10	2 9
small		26 1	14 4	4 2
popular		48 1	26 5	7 9
family		108 7	59 9	17 6
hp		17 6	6 5	2 3
soap bath		—	—	—
Atasorb (413 Lilly)				
450ml		12 7ea	—	18 10
Atlas (232 Carter)				
emthrocure	100ml	1 10ea	8ea	3 6
Kattlekure	112g	2 4ea	10ea	4 6
	1k	8 2ea	3 0ea	16 6
Atomol (34 A & H)				
nasal spray	10ml	32 0	—	4 0
Aurum Ambrosius (75 AAL)				
for rheumatism large	120 0	44 0	20 0	—
Avozan (232 Carter)				
capsules	56	3 1ea	—	4 6
Ayds (1491 Cuticura)				
Trimwheel exerciser	140 0	50 0	59 6	—
	( $\frac{1}{3}$ doz)	( $\frac{1}{3}$ doz)		
Baby Life (1499 BLP)				
cotton wool	16oz	40 0	—	4 6
feeders	No. 1	11 2	—	1 4
	No. 16	34 6	—	4 3

		Trade	Tax	Retail
No.20		100 0	—	12 6
nappy pak		20 3	—	2 3
muslin squares		—	—	—
pack of 6		—	—	—
Badedas (338 Cussons)				
continental bath gelee		16 6	5 6 $\frac{1}{2}$	2 6
tube		66 1	22 3	10 0
1-bath		132 2	44 6	20 0
5-bath		297 4	100 1 $\frac{1}{2}$	45 0
10-bath		726 10	244 9	110 0
25-bath		—	—	—
75-bath		—	—	—
Bain Nouveau (624 Houbigant)				
bath oil spray	3741	—	—	30 0
body lotion	3771	—	—	49 6
body powder mist		—	—	—
	3733	—	—	17 6
Cologne friction	3729	—	—	25 0
	3727	—	—	45 0
	3728	—	—	76 0
creme de Bain				
Nouveau	3746	—	—	49 6
dusting powder	3734	—	—	49 6
foamy milk bath				
powder	3754	—	—	49 6
spray mist	3710	—	—	29 0
	3711	—	—	49 6
	3797	—	—	14 0
Balm of Gilead (232 Carter)				
cough mixture	100ml	1 10ea	8ea	3 6
	200ml	2 6ea	11ea	5 0
110ml & 170ml		—	—	—
Barkoff (232 Carter)				
cough syrup	100ml	2 1ea	9ea	4 0
	85ml	—	—	—
Barkola (1271 VP)				
liquid compound	1oz	29 0	10 6	4 6
Basta (1311 Warth)				
toothbrushes	4ea	—	—	9 6
replacement head	20 0	—	—	2 6
Bathjoys (1038 R & C)				
bath cubes	4 3	2 4	8	—
B.C.K. (776 JML)				
granules (vet.)	300g	102 0	—	—
	3k	66 0ea	—	—
	10oz	—	—	—
Baywood (96 BC)				
aphid gun	110 0	—	—	13 9
Becotone (1271 VP)				
liquid	4oz	34 0	12 5	5 5
Beetham's (106 Beetham)				
glycerin and cucumber				
	2oz	18 0	9 11	3 3
	3oz	24 0	13 2	4 3
	165cc	38 6	21 2	6 6
novelty pack		—	—	—
hand cream	1oz	16 6	9 1	3 0
teenage skin cream	1oz	23 0	12 8	3 10
Bell & Howell (107 B & H)				
cameras				
309 Focus-Matic		—	—	1199 6
Bellodgia (1071 Robins) existing entry				
Bellodgia (1071 Robins)				
Cologne	60	14 0ea	7 9ea	30 0
	120	24 0ea	13 3ea	50 0
	240	38 0ea	20 11ea	80 0
spray		31 0ea	17 0ea	65 0
dusting powder		25 0ea	13 9ea	52 0
eau de toilette	60	21 0ea	11 7ea	45 0
	120	36 0ea	19 10ea	75 0
	240	55 0ea	30 3ea	115 0
spray		35 0ea	19 3ea	72 0
perfume	5	20 0ea	11 0ea	43 3
	7	36 0ea	19 10ea	75 0
	15	57 0ea	31 4ea	120 0
	30	86 0ea	47 4ea	180 0
	60	134 0ea	73 9ea	280 0
spray		40 0ea	22 0ea	84 0
Bemax (103 Beecham)				
10oz	38 3	—	—	4 0
20oz	70 4	—	—	7 4
Benoids (1152 5K)				
ampoules 5mg/1ml 12	17 0	5 9	2 7	—
Benztrone (930 P & B)†54B				
ampoules 5mg/1ml 12	—	—	—	—
Beplex (1352 Wyeth)				
elixir	1200ml	—	—	—
Betnelan (518 Glaxo) T5				
tablets 0.25mg	—	—	—	—
Bidex (631 Hudnut)				
dry spray	48 2	25 2	7 11	—
liquid	45 8	23 10	7 6	—
bottle	63 11	32 5	10 6	—
Bimazole (1429 TL)				
tablets 5 mg	100	10 0ea	—	15 0
	500	45 0ea	—	67 6
Binasin (333 Cupal)				
	27 0	8 11	4 0	—
Bioglan (127 Bioglan)				
thyroid tablets	—	—	—	—
(0.5% iodine)	—	—	—	—
vit. B. complex tablets	—	—	—	—
vit. B1 ampoules	—	—	—	—
Bisks (1530 Fisons)				
diet supplement tablets	24	53 0	—	6 0
Bisma Calna (211 Butler)				
	500ml	84 0	—	10 6
	21	23 0ea	—	34 6

		Trade	Tax	Retail
<b>Bleu Marine (Cardin (1131 Shulton))</b>				
men's eau de toilette				
2oz	20	3ea	10 10ea	42 0
4oz	31	3ea	16 9ea	65 0
8oz	50	7ea	27 2ea	105 0
<b>Blisteze (366 Dendron)</b>				
lip salve	26	0	9 0	3 10
<b>Bob Martin (143 BM)</b>				
antiseptic dog soap	13	7	5 0	1 11
aperient tablets	14	2	5 2	2 0
bloom shampoo	17	9	6 6	2 6
chalk blocks	17	9	6 6	2 6
condition tablets	10	11	—	1 2
	26	6	—	2 10
	45	3	—	4 10
diarrhoea tablets	14	2	5 2	2 0
ear capsules	26	0	9 6	3 8
eye ointment	20	1	7 4	2 10
sedative tablets	22	6	8 3	3 2
shampoo liquid	36	1	13 3	5 1
show ring sachet	11	3	4 1½	1 7
dispenser	22	6	8 3	3 2
stomach tablets	24	3	8 11	3 5
<b>Body Mist (105 BTD)</b>				
deodorant spray				
standard 32cc	28	5	15 8	4 5
<b>Boldo (232 Carter)</b>				
slimmers aid	40	1	10ea	8ea
	100	3	6ea	1 3½ea
<b>Boldolaxine (346 Dales) †</b>				
tablets	25	24	0	8 10
	500	44	0ea	16 2ea
<b>Bonzine (333 Cupal) †</b>				
travel sickness tablets	20	24	9	—
				3 1
<b>Bounce (967 Petfoods)</b>				
handy	58	9	11 4	1 2
	(6doz)		(6doz)	
large	64	5	12 5	1 11
	(4doz)		(4doz)	
<b>Bowdens (156 Bowdens)</b>				
Indian balm	20	0	7 5	2 10
<b>B-R (1023 Radiol)</b>				
Bone Radiol (horses				
and dogs) standard	115	0	42 2	17 0
healing jelly	200g	115	0	42 2
<b>Bradian (85 Moore)</b>				
<b>Bradian (878 Napp)</b>				
<b>Brands (1114 SEF)</b>				
cal's foot jelly	29	11	—	3 3
<b>Breck (1059 C of GB)</b>				
shampoo for dry hair,				
oily hair, normal hair				
sachet	6	6	2 5	11
	24	0	8 10	3 5
	70cc		12 10	5 0
	120cc	34	10	
<b>Breeze (756 Lever)</b>				
soap toilet	54	6	19 3	1 2
	(6 doz)		(6 doz)	
bath	43	1	15 3	1 10
	(3 doz)		(3 doz)	
<b>Bristow's (105 BTD)</b>				
shampoo				
Free and Lovely				
economy	38	8	14 3	5 5
<b>Britmarine (555 Haffenden)</b>				
hot water bottles				
Cambridge No. 3	60	0	—	—
Cleveland No. 3	60	0	—	—
cot series	45	0	—	5 8
Flaxman Super	70	0	—	—
Nodland	69	0	—	5 6
Safety glow No. 3	75	0	—	—
Safety tray No. 3	75	0	—	—
Slumber deep No. 3	60	0	—	—
de luxe	132	0	—	16 6
No. 4	67	0	—	—
Slumber sound No. 3	60	0	—	—
Warm wave No. 3	68	0	—	—
<b>Bronnley (194 Bronnley)</b>				
soap				
rainbow box	—	—	—	21 9
<b>Brovolin (859 Moore)</b>				
<b>Brovolin (878 Napp)</b>				
<b>Brovon (859 Moore)</b>				
<b>Brovon (878 Napp)</b>				
<b>Brovonette (859 Moore)</b>				
<b>Brovonette (878 Napp)</b>				
<b>Brovonex (859 Moore)</b>				
<b>Brovonex (878 Napp)</b>				
<b>Broxodent (713 KH)</b>				
electric toothbrush	—	—	—	155 0
<b>Brunitex (1113 S &amp; B)</b>				
<b>Btyst (232 Carrer)</b>				
brewers yeast				
powder	4oz	1	11ea	2 2
	16oz	5	10ea	7 6
tablets	100	1	5ea	1 11
	500	4	7ea	6 6
<b>Butaphen (1429 TL) †54B</b>				
tablets 100mg	100	6	8ea	10 0
	500	26	6ea	39 9
	1000	50	0ea	75 0
200mg	100	13	4ea	20 0
	500	53	0ea	79 6
	1000	100	0ea	150 0
<b>Buzz Off (252 Chelspa)</b>				
cream	1½oz	21	0	7 8
liquid	1½oz	16	0	5 11
<b>Bydand (859 Moore)</b>				
<b>Bydand (878 Napp)</b>				
<b>Bydolax (859 Moore)</b>				



	Trade	Tax	Retail
lax (878 Napp)	—	—	—
en (211 Butler)	—	—	—
um B-PAS (1303 Wanda)	100ml 36 0	13 3	5 9
ders 3-5g	100 51 7ea	—	—
500	240 0ea	—	—
on (26 A & W)	12oz 48 0	—	2 9
on	(2 doz) 76 0	—	8 9
2 1/2lb	16 6ea	—	22 9
7lb	24 0	—	2 9
caler sachet	4oz 20 0	7 4	2 10
ettes (1244 TLL)	200 70 2	25 9	10 0
nules	20 20 0	7 4	2 10
ets	100 70 2	25 9	10 0
ay (1010 P & G)	50 0	20 2	1 3
o toilet	(6doz) 59 6	(6doz) 21 3	1 11
bath	(4doz) 70 2	(4doz) 25 9	—
eptin (972 Pharmax) T5	24 0	—	36 0
ment 14 day pack	—	—	—
on (224 Cannon)	—	—	—
water bottles	5 8ea	—	8 6
1	6 0ea	—	9 0
2	6 4ea	—	9 6
3	5 10ea	—	8 9
4	6 0ea	—	9 0
5	6 6ea	—	9 9
6	10 8ea	—	16 0
7	6 2ea	—	9 3
8	5 0ea	—	7 6
9	5 10ea	—	8 9
by cot size	6 0ea	—	9 0
bysafe	6 4ea	—	12 6
olphin	9 4ea	—	14 0
ur de Lis	8 4ea	—	12 6
ah's Ark series	10 8ea	—	16 0
diator	7 4ea	—	11 0
oyal 5cot	8 0ea	—	12 0
perb	5 4	—	8
lvetex	—	—	—
ding bottle caps	—	—	—
ser polycarbonate	4oz 24 0	—	3 0
9oz	30 0	—	3 9
8oz & 10oz	—	—	—
water bottles	5 9ea	—	8 6
1	6 1ea	—	9 0
2	6 1ea	—	9 0
3	6 1ea	—	9 0
4	—	—	—
5	—	—	—
6	—	—	—
7	—	—	—
8	—	—	—
9	—	—	—
olphins	—	—	—
e (350 Dana)	—	—	—
odorant and anti-	—	—	—
rsprant	3 4ea	1 10ea	7 6
P. (211 Butler) † DD1	—	—	—
lets	12 0ea	—	18 0
250	22 0ea	—	33 0
500	41 0ea	—	61 6
1000	—	—	—
opas (54 Antigen)	—	—	—
ro (232 Carter)	—	—	—
pery elm food 11b	4 2ea	—	6 0
inelli (226 CBP)	—	—	—
shadow	54 0	29 8	9 6
(532 Goya)	—	—	—
nd cream	23 5	12 10 1/2	4 0
n (1071 Robins)	—	—	—
a powder small	14 0ea	7 9ea	29 0
large	19 0ea	10 6ea	40 0
ompressed	14 0ea	7 9ea	29 0
refill	8 0ea	4 5ea	16 0
er's (232 Carter)	—	—	—
ne meal capsules	2 9ea	—	4 0
60	2 4ea	10ea	4 6
lic oil capsules	40 4 6ea	1 8ea	9 0
100	—	—	—
b beer extract	2 5ea	—	3 6
100ml	1 5ea	6ea	2 6
ian Brandee	2 1ea	9ea	4 0
100ml	2 1ea	9ea	4 0
ling linctus	—	—	—
100ml	—	—	—
diant composition	1 10ea	8ea	3 6
essence	200ml 1 7ea	11ea	5 0
elton's influenza	—	—	—
ixture	2 1ea	9ea	4 0
va bean oil	40 0	—	4 2
1pt	24 0ea	—	30 0
lgal	—	—	—
n-flower seed oil	40 0	—	4 2
1pt	25 0ea	—	32 0
er wheat germ oil	—	—	—
apsules	4 2ea	—	6 0
100	8 2ea	—	12 0
eat germ oil capsules	2 10ea	—	3 7
40	5 5ea	—	8 0
100	2 4ea	10ea	4 6
ormseed syrup 50ml	—	—	—
ers (235 Carteret)	20 3	7 5	2 10
tle liver pills	40 11	15 0	5 10
ed-S (1237 Tillott)	—	—	—
lets	60 20 6ea	7 6ea	35 0
240	75 0ea	27 6ea	127 6
600	164 3ea	60 3ea	—
ocard (1237 Tillott)	—	—	—
lets	180 29 6ea	—	—
ar (266 Clarnell)	—	—	—
60g	3 0ea	—	—
2oz	—	—	—

	Trade	Tax	Retail
Ceporex (518 Glaxo) T5	—	—	—
syrup 250mg/5ml	100ml 75 0ea	—	112 6
Ceporin (518 Glaxo) T5	—	—	—
vial 250mg	—	—	—
500mg	—	—	—
1g	—	—	—
Certor (786 Macdonald)	—	—	—
bandage w.o.w.	—	—	—
1in x 4yd	4 7	—	—
2in x 4yd	7 4	—	—
3in x 4yd	10 4	—	—
4in x 4yd	13 4	—	—
bandage triangular	—	—	—
unbleached	—	—	—
5 1/2in x 36in	21 11	—	—
cellulose tissue	16oz 66 0	—	—
cellulose wadding	16oz 39 0	—	—
cotton wool absorbent	—	—	—
1oz	8 0	—	—
1oz	10 0	—	—
2oz	16 9	—	—
4oz	28 0	—	—
16oz	93 6	—	—
hospital quality	1oz 8 9	—	—
2oz	13 9	—	—
4oz	22 8	—	—
8oz	44 0	—	—
16oz	72 6	—	—
gauze plain	1yd 15 6	—	—
3yd	33 9	—	—
6yd	61 0	—	—
12yd	119 0	—	—
gauze ribbon non-	—	—	—
sterilised	—	—	—
1in x 6yd	11 0	—	—
1in x 12yd	18 3	—	—
1in x 6yd	13 3	—	—
1in x 12yd	21 3	—	—
gauze ribbon steriised	—	—	—
1in x 6yd	12 0	—	—
1in x 6yd	14 3	—	—
gauze swabs	—	—	—
3in x 3in—8 ply (5)	7 6	—	—
gauze tissue B.P.C.	—	—	—
4oz	32 0	—	—
16oz	110 0	—	—
lint boric	1oz 16 3	—	—
2oz	27 10	—	—
4oz	51 6	—	—
16oz	187 6	—	—
plain	1oz 15 0	—	—
2oz	26 10	—	—
4oz	48 6	—	—
16oz	174 10	—	—
multiple pack dressing	—	—	—
No.1	45 3	—	—
No.2	92 4	—	—
Cestra (1073 Robinson)	—	—	—
face masks standard	259 9	—	—
(1 gross)	—	—	—
Chantilly (624 Houbigant) existing entry	—	—	—
Chantilly (624 Houbigant)	—	—	—
creme de Chantilly	1346	—	49 6
dusting powder	1334	—	36 0
eau de toilette	1318	—	25 0
1316	—	—	37 6
1317	—	—	49 6
pure spray	1414	—	45 6
hair spray	1361	—	21 0
perfume	1404	—	34 0
1305	—	—	49 6
1302	—	—	90 0
1307	—	—	150 0
spray	1465	—	52 6
refill	13655	—	39 6
soap (3)	1351	—	22 6
talcum	1397	—	14 0
Louis XVI collection	—	—	—
dusting powder	1434	—	65 0
parfum de toilette	—	—	—
1416	—	—	31 0
1417	—	—	65 0
1419	—	—	130 0
spray mist	1427	—	62 0
refill	1427R	—	45 6
Chelsea Pensioner (232 Carter)	—	—	—
tablets	50 1 10ea	8ea	3 6
Choovit (1429 TL)	—	—	—
tablets	50 8 0ea	—	12 1
Ciloreal (525 Golden)	—	—	—
54 0	30 0	—	9 0
Cirotyl (938 PD)	—	—	—
tablets	—	—	—
Citruvit (232 Carter)	—	—	—
chewing tablets	3 1ea	—	4 6
Cleansfur (143 BM)	—	—	—
grooming powder	17 9	6 6	2 6
Cleen-O-Pine (1037 Reckitt)	—	—	—
standard	26 5	—	2 9
economy	38 5	—	4 0
Clippa-Safe (273 Clippa-Safe) existing entry	—	—	—
Clippa-Safe (273 Clippa-Safe)	—	—	—
anchor straps	44 0	—	5 6
nursery harness B.S.I.	128 0	—	15 11

	Trade	Tax	Retail
B.S.4	140 0	—	17 6
walking reins	40 0	—	5 0
de luxe pack	15 0ea	—	22 6
junior trainer	23 9ea	—	34 11
pilot	39 6ea	—	59 0
Clorocetin (1429TL) T5	—	—	—
capsules 250mg	100 44 2ea	—	66 3
500	210 0ea	—	315 0
1000	400 0	—	600 0
Clortetrin (1429 TL) T5	—	—	—
capsules 250mg	100 37 10ea	—	56 9
1000	360 0ea	—	540 0
Cobalin (930 P & B)	—	—	—
ampoules 100mg & 500mg packs of 6	—	—	—
Codasphen (859 Moore)	—	—	—
Codasphen (878 Napp)	—	—	—
Codella (859 Moore)	—	—	—
Codella (878 Napp)	—	—	—
emollient cream	1oz 21 0	7 8	3 2
3oz	48 0	17 7	6 3
Colchi-Sal (491 GB)	—	—	—
Colchi-Sal (800 TM) †54B	—	—	—
capsules	50 68 9	25 3	9 9
100	127 0	46 7	18 0
Cologel (413 Lilly)	—	—	—
450ml	7 3ea	2 8ea	13 6
Color Match (525 Golden)	—	—	—
hair colourant	54 0	29 8	9 0
Compericum (1261 Ucal)	—	—	—
4oz	54 9	20 1	8 8
200cc	89 0	32 5	14 1
80oz	48 0ea	17 7ea	—
Cooper's (295 CM & R)	—	—	—
livestock markers	31 11	11 5	4 6
Cortiphenicol (346 Dales) T5	—	—	—
ear drops	10ml 14 0ea	—	21 0
Corvette (1038 R & C)	—	—	—
after shave lotion	38 7	21 3	6 6
deodorant spray	44 6	24 6	7 6
pre-electric shave	38 7	21 3	6 6
shaving bowl	59 8	21 11	9 6
refill	39 0	14 3	6 0
talcum powder	38 7	21 3	6 6
brushless cream	—	—	—
hair cream	—	—	—
lather cream	—	—	—
shampoo	—	—	—
shaving stick & refill	—	—	—
Cosmedin (366 Dendron)	—	—	—
No.1	4oz 43 2	22 6	7 0
No.2	4oz 43 2	22 6	7 0
Cossack (1038 R & C)	—	—	—
men's hair dressing	6oz 38 0	20 11	6 0
aerosol	18oz 81 9	45 0	12 10
talcum	—	—	—
Costa Brava (106 Beetham)	—	—	—
suntan cream	30g 24 9	13 7	4 3
50g	—	—	—
Coty (301 Coty)	—	—	—
eye make-up existing range	—	—	—
eye make-up	—	—	—
browpencil	448 37 0	20 4	6 6
browshadow	449 50 0	27 6	8 9
cakeliner	453 47 0	25 10	8 3
eyeshadow	444 50 0	27 6	8 9
eyeshine	456 57 0	31 4	10 0
linepencil	450 84 0	46 2	14 9
refill	451 30 0	16 6	5 6
linerbrush	452 50 0	27 6	8 9
liquidline	446 63 0	40 2	11 0
longlash	440 97 0	53 4	17 3
refill	441 67 0	36 10	11 9
mascara	442 57 0	31 4	10 0
roll-on-lash	454 84 0	46 2	14 9
stickshadow	443 50 0	27 6	8 9
shadowbrush	445 50 0	27 6	8 9
twinshadow	447 59 0	32 5	10 6
skin freshener	307 83 0	45 8	14 6
sunshimmer make-up	—	—	—
small	60 3	33 8	10 6
Crema Puff Plus (813 MF)	—	—	—
compact	58 0	30 4	9 9
Cromessol (323 Cromessol) existing entry	—	—	—
Cromessol (323 Cromessol)	—	—	—
homefresh floral	—	—	—
disinfectant	2oz 63 0	—	7 0
Cupa! (333 Cupal)	—	—	—
dusk cream	23 6	7 8	3 4
baby blackcurrant	—	—	—
cough syrup	3oz 20 0	6 7	3 2
chest rub	1oz 18 6	6 1	2 11
cream	4oz 20 9	6 10	3 2
gripe mixture	6oz 20 0	6 7	3 2
gum lotion	18 9	—	2 8
pain elixir	2oz 20 6	—	2 8
balsam horehound	—	—	—
and honey	3oz 20 0	6 7	3 2
bismuthated magnesia	—	—	—
ovals	2oz 13 6	4 5	2 1
tins	15 6k	5 1k	—
under 7 1/2 k	—	—	—
7 1/2 k and less	—	—	—



	Trade	Tax	Retail
than 12½k	15 0k	4 11k	—
15k and over	14 6k	4 9k	—
blood mixture No. 20	25 0	8 3	3 9
iodised 6oz	32 8	—	4 8
Bronal cough/catarth	23 3	—	2 11
elixir†	32 8	—	4 8
burn aid cream	23 3	—	2 11
cherry bark red ring	22 3	7 4	3 5
cough syrup	33 6	11 0	5 3
child's cherry cough	20 0	6 7	3 2
linctus 3oz	15 6	5 1	2 5
cold sore lotion	25 0	8 3	4 0
diarrhoea mixture	22 0	7 3	3 8
adults 4oz	24 6	8 1	3 6
child's	19 9	6 6	3 2
dusk cream	22 3	—	2 8
ephedrine oil ½oz	16 3	5 5	2 8
family antiseptic cream	19 3	3 9	2 8
femme aid pills	27 0	—	3 2
ginger flavour Friar	29 6	9 9	4 6
Tuck 3oz	23 9	—	2 11
halibut liver oil	18 3	—	2 6
capsules 100	18 6	6 1	2 11
health salts	13 3	—	1 7
grapefruit 8oz	25 6	8 5	4 0
insect bite cream†	16 9	5 6	2 8
junior throat lozenges	18 3	—	2 6
juniper pills	18 6	6 1	2 11
linseed liq. compound	13 3	—	1 7
lozenges bag	25 6	8 5	4 0
menthol and winter-	16 9	5 6	2 8
green cream tubes	18 3	—	2 6
mixed sulphur tablets	26 0	8 7	4 3
mouth ulcer tablets†	15	—	2 6
nipple cream	20 3	—	2 5
pastilles	22 3	—	2 8
Gees linctus tins	20 3	—	2 5
†DDI 2oz	22 3	—	2 8
sulphur and treacle	15 5	7 6	2 11
toilet preparations	23 0	11 5	4 3
bay rum small	15 4	7 6	2 11
large	23 0	11 5	4 3
and cantharidin†	13 9	4 6	2 1
small	13 9	4 6	2 1
large	13 9	4 6	2 1
wart solvent 3dr	17 8	5 10	2 11
zinc castor oil and			
friars balsam cream			
tubes			
<b>Curacho (336 Curacho)</b>			
bath salts 12oz	22 0	7 8	3 4
embrocation 3oz	22 0	7 8	3 4
6oz	36 8	12 9	5 6
athletic 2½oz	22 0	7 8	3 4
5oz	32 0	11 1	4 10
veterinary 3oz	21 6	7 6	3 2
6oz	33 0	11 6	5 0
10oz	52 6	18 4	7 10
40oz	12 0ea	4 3ea	21 6
80oz	19 6ea	7 0ea	35 3
massage cream 1½oz	27 0	9 5	4 1
Ronne liniment 6oz	50 0	17 5	7 6
spirit dressing veterinary			
6oz	27 0	9 5	4 1
40oz	100 0	34 10	15 0
<b>Curraglen (232 Carter)</b>			
cough mixture 100ml	2 1ea	9ea	4 0
85ml	—	—	—
<b>Cussons (338 Cussons)</b>			
Leather after shave	171 1	92 11	33 0
hair dressing	171 1	92 11	33 0
talcum	114 1	61 11½	22 0
Imperial Leather			
anti-perspirant	49 7	26 11½	8 6
bath gelée	82 7	29 10½	12 6
shampoo 42 11	15 6½	6 6	
talcum 23 4	12 8	4 0	
4oz	46 8	25 4½	8 0
10oz	28 8	14 6	4 11
Apple Blossom talc	30 7	15 5	5 3
Blue Hyacinth talc	28 8	14 6	4 11
Fascination talc	16 0	8 1	2 9
Imperial Leather	11 2	3 9	1 6
brilliantine solid	18 1	6 1	2 5
soap toilet	4 4	2 2	9
bath	30 7	15 5	5 3
pine bath cubes	4 4	2 2	9
Reflection talc	—	—	—
Wild Lavender bath	—	—	—
cubes	—	—	—
Wild Ginger talc	—	—	—
<b>Cutisan (346 Dales)</b>			
liquid 45ml	72 0	26 5	11 3
ointment 25g	72 0	26 5	11 3
powder 80g	72 0	26 5	11 3
<b>CVK (2 Abbott) TS</b>			
solution 250mg 100ml	13 3ea	—	19 11
<b>D.43 (458 FPL) existing entry</b>			
<b>D.43 (458 FPL)</b>			
shampoo 95cc	31 6	11 7	4 9
480cc	136 0	49 10	—
1920cc	350 0	128 4	—
<b>DCL (377 DCL)</b>			
malt extract 11b	34 0	—	—
21b	63 0	—	—
malt with c.i.o.	35 0	—	—
65 0	—	—	—
malt with orange juice	40 0	—	—
11b	—	—	—

	Trade	Tax	Retail
yeast tablets vit. B1	33 0	—	—
100	22 0ea	—	—
1000	—	—	—
<b>D.D.D. (359 DDD)</b>			
(distributors 366 Dendron)			
ordinary	29 9	10 4	4 0
small	44 7	15 6	6 0
medium	62 7	21 9	8 5
large	133 9	46 7	18 0
16oz	44 7	15 6	6 0
extra strong	62 7	21 9	8 5
medium	133 9	46 7	18 0
large	29 9	10 4	4 0
16oz	37 2	12 11	5 0
balm	40 3	14 0	5 5
tube	156 1	54 4	21 0
jar	14 10	5 2	2 0
16oz	—	—	—
soap	—	—	—
<b>Debendox (838 Merrell) †s7</b>			
tablets	50	23 0ea	34 6
250	106 0ea	—	159 0
100	—	—	—
<b>Debret (661 Jabley)</b>			
after shave lotion	63 0	33 9	10 10
deodorant Cologne	63 0	33 9	10 10
Deedon (859 Moore)	—	—	—
Deedon (878 Napp)	—	—	—
Dentosine (339 CG)			
100ml	28 6	10 5	4 5
4oz	—	—	—
<b>Dentu-Creme (1178 Stafford)</b>			
18 4	6 9	2 9	
26 1	9 7	3 11	
37 6	13 9	5 6	
<b>De-Odo (67 Ashe)</b>			
litter pan spray	29 4	—	3 6
<b>Dermasan (1038 R &amp; C)</b>			
medicated cream tube	31 6	11 7	4 6
<b>Desert Flower (1131 Shulton)</b>			
hand & body lotion	1814	65 0	34 10
roll-on perfume	2779	69 3	37 2
sparkling Cologne	1701	83 9	44 11
talcum powder	1923	37 6	20 1
Corn Silk powder	6533	—	—
refill	—	—	—
<b>Destrox (143 BM)</b>			
tablets major	18 0	—	2 0
minor	18 0	—	2 0
<b>Dethmor (506 Gerhardt)</b>			
5 concentrate	44 0	—	5 6
4oz	124 0	—	15 6
11b	52 0ea	—	78 0
281b	177 4ea	—	266 0
561b	326 0ea	—	490 0
plusbait	11b	32 0	4 0
31b	70 0	—	8 9
71b	11 8ea	—	17 6
281b	32 0ea	—	48 0
561b	63 4ea	—	95 0
<b>Dettol (1037 Reckitt)</b>			
small	13 5	4 7	1 11
medium	23 5	7 11½	3 4
large	38 6	13 1	5 6
1gal	271 0	91 10½	35 0
<b>Dexone (1429 TL) TS</b>			
capsules 2mg	100	100 0ea	—
tablets 0.5mg	100	27 6ea	—
500	125 0ea	—	—
<b>Diamon Deb (1113 S &amp; B)</b>			
<b>Diamond (333 Cupal)</b>			
corn solvent	18 3	6 0	2 8
foot powder	24 6	8 1	3 6
<b>Dianabol (262 CIBA)</b>			
tablets	25	—	—
<b>Dianimol (1023 Radiol)</b>			
syrup 450ml	115 0	42 2	17 0
<b>Dibistin (262 CIBA)</b>			
tablets	500	—	—
<b>Diguanil (1429 TL) †s4B</b>			
capsules 500mg	500	100 0ea	150 0
tablets 500mg	500	90 0ea	135 0
<b>Diminex (721 LC)</b>			
ointment	37 1	12 11	5 3
suppositories	42 5	14 9	6 0
<b>Dimyrlil (1530 Fisons) †s4B</b>			
pastilles	—	—	—
<b>Dinium (232 Carter)</b>			
mouth ulcer tablets 30	1 10ea	8ea	3 6
<b>Dipasic (503 G) entire entry</b>			
<b>Distampin (387 Distal)</b>			
<b>Distaquaine V-K (378 Distal)Ts</b>			
elixir 100ml	4 6ea	—	6 9
60ml	—	—	—
<b>Distavone (378 Distal)</b>			
single dose	—	—	—
<b>Distivit (378 Distal)</b>			
elixir 115ml	3 0ea	—	4 6
1000ml	22 0ea	—	33 0
4oz & 40oz	—	—	—
<b>Docteur Pierre's (1407 Jaccaz)</b>			
toothpaste with carmin	48 0	17 7	7 6
<b>Domestos (382 Domestos)</b>			
regular	18 1	—	1 9
giant	27 5	—	2 8
<b>Domibrom (1429 TL)</b>			
lozenges	20	20 0	—
<b>Dop (525 Golden)</b>			
hairspray 133g	36 0	19 10	5 9

	Trade	Tax	Retail
<b>Dormel (1426 UN)</b>			
feeders	—	—	2 9
teats	—	—	11
<b>Drapolene (218 Calmic)</b>			
100g	56 0	—	7 0
<b>Dutch Drops (1261 Ucal)</b>			
4dr.	16 9	6 2	2 11
1oz	20 9	7 7	3 6
2oz	31 0	11 4	5 2
capsules	36	32 0	11 9
100	59 9	21 11	9 9
<b>Dygon (816 Mayborn)</b>			
colour and stain re-			
mover	16 0	—	2 0
32 0	—	—	4 0
<b>Dylon (816 Mayborn)</b>			
tie & dye kit	120 0	—	15 0
blue	2 8	—	4
dry bleach sachet	4 0	—	6
large	28 0	—	3 6
dyes multi-purpose	16 0	—	2 0
carpet	20 0	—	5 0
58 0	—	—	7 3
76 0	—	—	9 6
16 0	—	—	2 0
cold-water			
Fabspray water-	81 0	—	9 0
proofers	10 0	—	1 3
nylon white	28 0	—	3 6
super white	12 0	—	1 6
28 0	—	—	3 6
wash'n dye	52 0	—	6 5
<b>Efamit (1429 TL) † s1s4A</b>			
capsules	50	6 0ea	9 0
250	24 0ea	—	36 0
<b>Efferdent (721 LC)</b>			
tablets	12	13 11	4 10
20	22 1	7 8	3 2
18 & 28	—	—	—
<b>Elastoplast (1155 S &amp; N)</b>			
first aid cases			
factory	F1	—	44 0
F2	—	—	95 0
F3	—	—	145 0
agricultural	B1	—	20 0
B2	—	—	31 0
<b>Eldermint (232 Carter)</b>			
life drops	25ml	2 1ea	9ea
28ml	—	—	4 0
cough mixture	100ml	2 1ea	9ea
85ml	—	—	—
<b>Elizabeth Arden (60 Arden)</b>			
salon set	—	—	58 0
<b>Elle (325 C-A)</b>			
aerosol	48g	31 11	17 7
5 0	—	—	—
<b>Ellimans (414 Ellimans)</b>			
(distributors 104 BP)			
royal embrocation 4oz	32 0	11 9	4 5
universal embrocation			
2½oz	24 9	9 1	3 5
4oz	32 0	11 9	4 5
<b>Elnett (525 Golden)</b>			
Satin aerosol	75g	47 8	26 2
145g	70 6	38 8	11 9
245g	100 6	55 4	16 9
360g	118 8	65 4	19 9
450g	150 4	82 8	25 0
special	160g	82 6	45 4
13 9	—	—	—
<b>Elsan Blue (418 E)†</b>			
sanitary fluid			
8 charges	63 0	—	7 0
16 charges	94 6	—	10 6
32 charges	157 6	—	17 6
9 0	—	—	1 0
powder	—	—	—
<b>Elsanol (418 E)</b>			
1gal	103 6	—	11 6
<b>Elvaron (96 BC)</b>			
fungicide tube	48 0	—	6 0
<b>Emsil (143 BM)</b>			
40 6	—	—	4 6
<b>Endevac (969 Pfizer)</b>			
fowl pest vaccine 50ml	4 9ea	—	5 9
250ml	22 11ea	—	27 0
500ml	45 6ea	—	53 6
<b>Endocil (1419 Intec) existing entry</b>			
<b>Endocil (1419 Intec)</b>			
foundation cream 30g	55 7	30 7	9 6
hand care cream 38g	39 6	21 9	6 9
moisturising lotion			
28g	60 0	33 0	10 3
60g	102 5	56 4	17 6
28g	60 0	33 0	10 3
skin cleanser 150g	70 3	38 8	12 0
skin tonic & freshener			
150cc	96 7	53 2	16 6
sun-care lotion 110g	70 3	38 8	12 0
treatment cream 30g	54 1	29 9	9 3
75g	112 8	62 0	19 3
120g	166 9	91 9	28 6
<b>Ephect (266 Clarnell)</b>			
elixir 500ml	6 2ea	—	—
21	20 0ea	—	—
20oz & 80oz	—	—	—
<b>Ephect-forte (266 Clarnell)</b>			
elixir 120ml	5 6ea	—	—
4oz	—	—	—
<b>Epiphen (1429 TL) † s4B</b>			
capsules 50mg	50	18 0	—
100mg	50	28 0	—
2 3	—	—	—
3 6	—	—	—



	Trade	Tax	Retail
in (649 ICI)			
oules 10mg/5ml			
10	90 0ea	—	—
ets 100	71 0ea	—	—
500	333 3ea	—	—
x (211 Butler)			
ment tube	18 0	6 7	3 3
500g	10 0ea	—	15 0
ade (1131 Shulton)			
um	37 6	20 1	6 6
an (923 OG)			
tube	17 5	9 7	3 0
al (339 CG)			
100ml	28 0	10 3	4 7
200ml	50 0	18 4	8 0
4oz & 8oz	—	—	— D
Ready (964 Personna)			
h knife	37 0	13 7	5 9
blades (3)	16 1	5 11	2 6
or set Gem	48 0	17 6	7 6
or blades			
rrux (5)	40 9	15 0	3 2
(24 pkts)	(24 pkts)		
emium (5)	43 11	16 2	3 5
(24 pkts)	(24 pkts)		
inness (4)	49 3	18 1	3 10
(24 pkts)	(24 pkts)		
st (252 Chelspa)			
g relief lotion 1 1/2oz	19 6	7 2	3 0
ess (1036 RB & C)			
orders and tablets			
powders or 16			
tablets	18 1	6 8	2 10
powders	46 3	17 0	6 10
powders	11 10ea	4 4ea	2 for 9 D
le (800 TM)			
le (800 TM)			
es mens	36 0	4 11 1/2	4 9
ale womens	34 0	4 8	4 6
and Cool (525 Golden)			
nding bleach kit	96 0	52 10	16 0
(1010 F & G)			
o complexion	58 0	20 9	1 3
(6doz)	(6doz)		
bath	59 6	21 3	1 11
(4doz)	(4doz)		
family	37 6	13 5	2 5
(2doz)	(2doz)		
ful (976 Petfoods)			
handy	71 6	13 10	1 5
(6 doz)	(6 doz)		
large	86 10	16 9	2 7
(4 doz)	(4 doz)		
ners (800 TM)			
den compound	26 6	9 8 1/2	3 9
(518 Glaxo)			
tributors 448 Farleys)			
ers 6oz	41 6	—	2 2
(2 doz)			
ys (448 Farleys)			
y dinners and sweets			
1 1/2oz	13 9	—	1 6
y rice	19 3	—	2 0
ks 21 0	—	—	1 1
(2 doz)			
large	20 0	—	2 1
family	28 10	—	3 0
I (1113 5 & B)			
ssic beauty soap	41 2	13 9	5 10
eme bath 21cc	28 2	14 3	4 5
42cc	54 9	27 8	8 7
98cc	113 1	57 2	17 9
231cc	229 5	115 11	36 0
ecanter 140cc	203 11	103 0	32 0
370cc	37 2ea	18 9 1/2ea	70 0
n Touch talc 100g	55 9	28 2	8 9
sh creme bath 21cc	28 2	14 3	4 5
42cc	54 9	27 8	8 7
98cc	113 1	57 2	17 9
231cc	229 5	115 11	36 0
canter 140cc	203 11	103 0	32 0
sturiser 94 0	47 6	—	14 9
ol (1429 TL) ts4B			
lets 150mg	50	22 0	2 9
250	7 0ea	—	10 6
650mg	250	17 6ea	26 3
vol-F (228 Carlton)			
lets 250	14 6ea	—	—
1000	52 0ea	—	—
ico (333 Cupal)			
len (232 Carter)			
lets 130	2 4ea	10ea	4 6
rman's Friend (771 LCPL)			
ily linctus	18 0	6 7	2 9
351 WLU)			
r setting lotion	19 8	10 10	1 8
(2doz)	(2doz)		
de Rochaille (1071 Robins) existing entry			
de Rochaille (1071 Robins)			
ogne 60	14 0ea	7 9ea	30 0
120	24 0ea	13 3ea	50 0
240	38 0ea	20 11ea	80 0
ray 31 0ea	17 0ea	65 0	
ting powder 25 0ea	13 9ea	52 0	
de toilette 21 0ea	11 7ea	45 0	
120	36 0ea	19 10ea	75 0
240	55 0ea	30 3ea	115 0
35 0ea	19 3ea	72 0	
20 0ea	11 0ea	43 3	
7 36 0ea	19 10ea	75 0	
15 57 0ea	29 4ea	120 0	
30 86 0ea	47 4ea	180 0	

	Trade	Tax	Retail
60	134 0ea	73 9ea	280 0
spray	40 0ea	22 0ea	84 0
Flurex (333 Cupal)	28 9	9 6	4 2
Focus (1242 Toni)			
hair highlight	24 10	13 8	4 0
Colorcade	—	—	— D
Folic Acid (413 Lilly)			
tablets 5mg	1000	19 3ea	28 11
Folicin (930 P & B)			
tablets	100	56 0	—
1000	15 0ea	—	—
Folks (1152 5K) tDD1			
Forhans (1113 5 & B)			
toothpaste	27 8	9 3	3 11
Formula 21 (826 Medex) ts4B			
hormone cream 4oz	42 0ea	—	63 0
Formula 77 (826 Medex)			
Galega pills 105	11 8ea	—	17 6
Franoi (97 Bayer) ts4A			
tablets	100	90 0	—
500	33 11ea	—	—
1000	66 4ea	—	—
Franoi Expect (97 Bayer) ts4A			
150ml	62 0	—	—
11	22 4ea	—	—
Franoi Plus (97 Bayer) ts4A			
tablets	50	79 0	—
250	28 7ea	—	—
Freshette (1038 R & C)			
deodorant spray	45 8	25 1	7 0
tissues	22 10	12 7	3 6
Fulcin (649 ICI) T5			
oral suspension 100ml	8 3ea	—	11 0
Fullers (800 TM)			
celery perles	30	14 0	5 1 1/2
90	35 3	12 11	5 0
180	56 6	20 8 1/2	8 0
480	148 3	54 4	21 0
golden balm	24 8	9 0 1/2	3 6
Fumic (232 Carter)			
vaporising rub	28g	1 10ea	8ea 3 6
Fynnon (104 BP)			
salts	29 0	10 8	4 0
Gala of London (876 MP) existing entry			
Gala of London (876 MP)			
after bath lotion	84 0	46 2 1/2	15 0
IGK5	72 10	40 1	13 0
moisture	IGF1	78 5	42 11
toner	IGF1	72 10	40 1
Barely There	IGB8	50 5	27 9
bath milk	IGK7	125 10	46 2
blush stroke	IGE2	50 5	27 9
cake liner	IGC3	50 5	27 9
Colour Up	IGD8	95 3	52 5
complexion brush	IGE3	95 3	34 11
IG43	106 0	58 3 1/2	19 0
Easy lash	IG43	106 0	58 3 1/2
eyebrow pencil	IGC2	19 0	10 5 1/2
king size	IGE8	22 5	12 4
eye glimmers	IG99	50 5	27 9
eyelashes			
all rounders	IGE1	168 0	92 5
half measures	IGH7	95 3	52 5
full measures	IGH6	110 10	60 11 1/2
eye liner brush	IG39	31 10	11 8
eye make-up	IGL3	33 7	18 6
remover	IGL3	33 7	18 6
eye shaping brush	IG41	31 10	11 8
Face lift	IGG8	78 5	43 1 1/2
Face up	IGD6	95 3	52 5
flowing velvet	IGC6	44 9	24 7
fragrance	IGK4	128 10	70 10
golden cleanser	IGF6	72 10	40 1
toner	IGF7	72 10	40 1
moisture	IGG2	78 5	42 11
lash colouring kit	IG90	110 10	60 11 1/2
light perfume	IGK3	151 3	83 2
lipstick			
soft centre	IG93	56 0	30 9 1/2
"locked in"	IGA3	47 0	25 10
liquid line	IG98	44 10	24 8
Look Natural	IGC7	56 0	30 9 1/2
mascara Fast	Lash	52 7	28 11
refill	IGC4	35 10	19 8 1/2
fibrelash	IGA8	56 0	30 9 1/2
refill	IGA9	39 3	21 7
lashmaker	IGB3	89 7	49 3
refill	IGB4	56 0	30 9 1/2
matte shadow	IGA5	44 10	24 8
nail colour			
"Little Gem"			
IGA1	22 5	12 4	4 0
IGA2	23 0	15 5	5 0
remover	IGB7	30 3	16 8
pick and paint	IG78	140 0	77 0
palette			
natural cleanser	IGF3	72 10	40 1
moisture	IGF5	78 5	42 11
toner	IGF4	72 10	40 1
Night Life	IGC6	95 3	52 5
perfume	IGK1	168 0	92 5
perfume oil	IGK2	252 0	138 7

	Trade	Tax	Retail
pure moisture			
IGG7	95 3	52 5	17 0
party palette	IGJ1	140 0	77 0
shadow stick	IGA7	44 10	24 8
Shape Up	IGD7	95 3	52 5
Sheer Finish	IGC8	44 9	24 7
Shine Up	IGD9	95 3	52 5
skin tint	IGJ3	61 7	33 10 1/2
talc	IGK6	72 9	40 0
talc puffer	IG66	33 7	18 6
talc shaker	IG97	37 0	20 4
translucent powder	IGD2	61 7	33 10 1/2
IGG9	89 0	32 7	14 0
wash off			
Gale's (449 JF)			
Gale's (1449 R & CFD)			
honey set	1 1/2lb	21 8	—
clear	1 1/2lb	21 8	—
Gamgee (1073 Robinson)			
tissue B.P.C.	2oz	18 2	—
4oz	32 6	—	—
8oz	59 6	—	—
16oz	112 0	—	—
pink label	2oz	16 0	—
4oz	28 3	—	—
8oz	51 0	—	—
16oz	94 0	—	—
Gardenal (971 P5MB) ts4A			
tablets 15mg	100	18 0	—
1000	66 0	—	—
30mg	100	20 0	—
500	52 0	—	—
1000	90 0	—	—
60mg	100	26 0	—
1000	12 0ea	—	—
100mg	100	36 0	—
1000	18 6ea	—	—
Gayelord Hauser (759 L & B)			
juice extractor	174	4ea	63 11ea
Gaylets (143 BM)			
11 8	—	—	1 3
28 1	—	—	3 0
Geordie (1463 VBL)			
home brewing kits	2gal	6 5ea	—
bitter	5gal	10 0ea	—
lager	2gal	6 5ea	—
5gal	10 0ea	—	—
Geriden (369 DL)			
elixir	—	—	— D
Germaine Monteil (1486 GM)			
Color Blend	—	—	—
luxury compact	—	—	40 0
Gestone-oral (930 P & B) ts4B			
tablets 5mg	100	7 6ea	—
10mg	100	13 6ea	—
25mg	100	29 6ea	—
Gillette (514 Gillette)			
blades blue	(5)	21 11	8 0 1/2
(20 pkts)	(20 pkts)		
blue extra	(5)	30 1	11 0
(20 pkts)	(20 pkts)		
razors			
3-piece	32 10	12 0 1/2	5 0
Adjustable set	164 1	60 2	25 0
Slim Twist set	85 5	31 4	13 6
shaving cream			
foamy aerosol 290g	61 6	21 5	9 0
Gill's (101 Beautisales)			
shampoo sachets			
Glen (232 Carter)			
anti-smoking tablets	4 7ea	1 8ea	9 0
cherry slumber tea	2 4ea	10ea	4 6
cleansing herbs	1 11ea	8 1/2ea	3 6
nasal script	2 4ea	10ea	4 6
rosemary hair tonic			
110ml	2 0ea	1 1ea	4 6
shampoo 55ml	1 7ea	7ea	3 0
smoking mixture 100g	2 5ea	—	3 6
wheat germ flakes			
12oz	2 6ea	—	3 6
Glenco (232 Carter)			
essence 100ml	2 1ea	9ea	4 0
200ml	3 1ea	1 1 1/2ea	6 0
85ml & 170ml	—	—	— D
Glenelm (232 Carter)			
medicated soap	1 1ea	5ea	2 0
shaving soap refill	1 3ea	5 1/2ea	2 6
Glenery (232 Carter)			
tablets	40	2 7ea	11ea
Glenol (232 Carter)			
rubbing oils 100ml	2 4ea	10ea	4 6
Glentona (232 Carter)			
blood mixture 100ml	2 7ea	11ea	5 0
200ml	4 2ea	1 6ea	8 0
85ml & 170ml	—	—	— D
Golden Babe (761 Lilia-White)			
disposable nappy			
liners 50	34 0	—	3 11
Gomina Argentina (1407 Jaccaz)			
hair fixative tube	42 0	23 1	7 3
jar	78 0	42 10	13 4
Gon (1305 WB)			
(distributors 690 Keldon)			
tablets	24 31	6	—
50	54 0	—	—
Gonodotrophon (930 P & B) ts4B			
100 iu	5	102 0	—
50	66 0ea	—	—



	Trade	Tax	Retail
<b>Gordon Moore (1038 R &amp; C)</b>			
cosmetic toothpaste	19 5	7 1	2 9
	28 3	10 4	4 0
<b>Goya (532 Goya)</b>			
bath blossoms	35 3	19 5	6 0
bubble bath	12 10	4 8½	2 0
Cologne stick	37 8	20 8½	6 5
hand lotion	37 8	20 8½	6 5
perfume phial	37 8	20 8½	6 5
perfume Cologne	37 8	20 8½	6 5
soap (1)	21 3	7 9½	3 0
spray set	53 0	29 2	9 0
talcum	34 0	18 8½	5 10
<b>Cedar Wood</b>			
after shave lotion	47 0	25 10	8 0
Cologne	53 0	29 2	9 0
deodorant stick	41 3	22 8	7 0
aerosol	47 0	25 10	8 0
foam shave	56 10	20 10	8 10
hair cream	35 3	19 5	6 0
pre-electric shave	47 0	25 10	8 0
shave cream brushless	31 0	11 4½	4 10
lather	31 0	11 4½	4 10
shaving bowl	69 8	25 6½	10 10
refill	38 8	14 2	6 0
talcum 110g	35 3	19 5	6 0
170g	53 0	29 2	9 0
<b>Gromidin (115 Bengue)</b>			D
<b>Grossmith (544 Grossmith)</b>			D
<b>Gucki (16 AGL)</b>			
35 mm viewer	—	—	13 9
<b>Hactos (630 HACT)</b>			
chest & cough mixture	24 0	8 9	3 6
	35 6	13 0	5 0
	66 0	24 2	8 11
<b>Haematogen (770 LP)</b>			
225ml	77 0	28 3	11 6
<b>Haemorex (333 Cupal)</b>			
	29 6	9 9	4 9
<b>Haemovin (859 Moore)</b>			D
<b>Haemovin (878 Napp)</b>			I
<b>Haex (80 BXL)</b>			
baby bath	F440	242 0	33 3
	F465	293 6	40 4
stand	F449	238 2	32 10
	F466	308 0	42 4
bathtime set	F631	461 7	54 1
	F641	515 2	61 8
brush	F166	45 0	16 6
	F174	51 6	18 10
	F172	70 9	25 11
brush/comb and rattle	F632	74 0	27 2
brush set			
4-piece	F634	98 2	44 10
5-piece	F636	122 10	37 4
chamber	F501	80 0	—
7in	F512	46 0	—
8in	F502	60 0	—
non-spill	F509	76 0	—
feeder beaker	F474	29 0	4 0
keep warm plate			
	F471	102 3	14 0
layette basket	F439	117 0	16 1
with nylon cover	F438	209 0	28 6
mealtime set	F315	58 8	8 1
	F376	67 6	9 3
	F375	95 3	13 1
baby training seat	F431	112 0	—
adjustable	F472	96 0	—
chamber adult	G301	74 0	—
childs bib	F477	64 0	—
denture brush	A400	34 0	—
nursery play blocks	F700	47 2	17 3
	F701	47 2	17 3
nursery vanity casket	F638	657 5	94 1
nursery bin with deodoriser	F400	164 0	22 6
soap case polythene			
	E342	10 3	5 8
	E345	13 9	7 6
bath size			
toothbrush	Lectro-		
dent	K110	46 0ea	12 10ea
replacement heads	K111	22 0	—
toothbrushes children's			
nylon Noddy	A191	14 8	—
bristle Noddy	A192	18 0	—
junior twin	A197	24 0	—
toothbrushes nylon			
short head	A262	18 8	—
long head	A252	18 8	—
twin	A267	28 0	—
Capri	A259	32 0	—
toothbrushes bristle			
short head	A263	32 0	—
long head	A253	32 0	—
smokers brush	A211	32 0	—
<b>Hamaran (232 Carter)</b>			
cream 30g	3 0ea	1 1ea	6 0
suppositories 12	4 0ea	1 5½ea	8 0
<b>Harpic (1037 Reckitt)</b>			
lavatory cleanser	16 6	—	1 10
	26 10	—	3 0
super	21 8	—	2 5
	29 1	—	3 3

	Trade	Tax	Retail
<b>Heaven Sent (596 HR)</b>			
splash Cologne	—	—	18 0
<b>Heinz (593 Heinz)</b>			
baby beaker	13 4	—	1 9 1
<b>Histafen (1429 TL) †</b>			
tablets 4mg 50	6 2ea	—	9 3
500	48 0ea	—	72 0
<b>Histalog (413 Lilly)</b>			
ampoules 50mg/ml 6	48 10ea	—	73 3
<b>Histantin (208 BW)</b>			
cream 1lb	—	—	D
<b>Hold &amp; Shine (1038 R &amp; C)</b>			
hair spray	31 3	17 2	4 9
<b>Homyped (49 Aneson) existing entry</b>			D
<b>Homyped (1515 EML)</b>			I
(distribution 1545 Vestric)			
exercise sandals			
children's pair	22 0	—	29 3
ladies' pair	24 6	3 4½	36 0
men's pair	27 0	3 8½	39 9
<b>Horlicks (103 Beecham)</b>			
1lb	24 9	—	2 4
1lb	41 7	—	4 0
1lb	71 10	—	7 0
3lb	97 6	—	19 0
5lb	25 2ea	—	—
10lb	49 7ea	—	—
chocolate flavoured			
6oz	33 2	—	3 2
12oz	60 9	—	5 9
5lb	25 2ea	—	—
tablets (6doz)	34 8	—	7
<b>Hudnut (631 Hudnut)</b>			
Fashion Style			
soft casual	43 4	22 8	7 2
	68 0	35 6	11 3
very curly	43 4	22 8	7 2
	68 0	35 6	11 3
<b>Huxley's (800 TM)</b>			
dusting powder 3oz	20 0	7 4	2 10
<b>Hymosa (887 New Era)</b>			
perfume Bouquet 1819	246 0	135 3	42 0
<b>Hypnotique (813 MF)</b>			
eau de toilette aerosol	92 0	50 7	15 6
<b>Ibcol (671 Jeyes)</b>			
disinfectant			
200ml	17 7	—	1 01
340ml	24 6	—	2 8
570ml	36 8	—	4 1
extra			
1gal	14 6ea	—	18 0
5gal	64 2ea	—	81 10
<b>Ilford (645 Ilford)</b>			
films black and white			
FP4			
127	36 0	20 0	6 2
120	36 0	20 0	6 2
620	36 0	20 0	6 2
135-20	53 0	29 0	8 9
135-36	70 0	39 0	11 7
935 refill	41 0	23 0	6 10
5 metres	8 10ea	4 10ea	17 5
17 metres	26 10ea	14 9ea	53 1
HP4			
135-20	53 0	29 0	8 9
135-36	70 0	39 0	11 7
935 refill	41 0	23 0	6 10
5 metres	8 10ea	4 10ea	17 5
17 metres	26 10ea	14 9ea	53 1
Pan F			
135-20	53 0	29 0	8 9
135-36	70 0	39 0	11 7
935 refill	41 0	23 0	6 10
5 metres	8 10ea	4 10ea	17 5
17 metres	26 10ea	14 9ea	53 1
<b>paper Ilfobrom,</b>			
single weight			
2½ × 3½	100	5 9ea	3 2ea
3½ × 4½	100	9 3ea	5 1ea
3½ × 5½	25	3 9ea	2 1ea
4½ × 6½	100	11 0ea	6 1ea
4½ × 8½	25	5 5ea	3 0ea
6½ × 8½	100	16 3ea	8 11ea
6½ × 10½	25	9 0ea	4 11ea
double weight			
3½ × 4½	100	11 0ea	6 1ea
3½ × 5½	25	4 0ea	2 2ea
4½ × 6½	100	12 0ea	6 7ea
4½ × 8½	25	6 2ea	3 5ea
6½ × 8½	100	19 3ea	10 7ea
6½ × 10½	25	10 4ea	5 8ea
chemicals			
Bromophen developer			
11	4 10ea	—	7 3
80oz	6 10ea	—	10 3
1 gal	9 0ea	—	13 6
3 gal	22 5ea	—	33 8
Hyfin developer			
5 × 600cc	3 4ea	—	5 1
Hypam fixer			
100cc	6 10ea	—	10 3
80oz	29 0ea	—	43 6
hardener 20oz	6 0ea	—	9 0
ID-2 developer			
80oz	4 10ea	—	7 3
1 gal	6 8ea	—	10 0
ID-11 developer			
600cc	4 0ea	—	6 0
80oz	4 10ea	—	7 3
1 gal	6 8ea	—	10 0
3 gal	16 5ea	—	24 8
IF-23 fixer			
1 gal	12 0ea	—	18 0

		Trade	Tax	Retail
Illofix	80oz	5 5ea	—	8 2
	1 gal	7 8ea	—	11 6
liquid acid hardener				
	80oz	12 5ea	—	18 8
	1 gal	17 3ea	—	25 11
Microphen developer				
	2.5l	5 5ea	—	8 2
	3 gal	19 2ea	—	28 9
PQ universal developer				
	1 gal	22 8ea	—	34 0
lamp, darkroom				
No. 2		55 0ea	—	82 6
No. 4		169 0ea	—	233 6
No. 7		78 6ea	—	117 6
No. 8		78 6ea	—	117 9
junior		55 0ea	—	82 6
Impamin (1429 TL) †s48				
tablets	10mg	500	30 0ea	—
		1000	57 6ea	—
	25mg	50	9 0ea	—
		500	48 10ea	—
		1000	93 6ea	—
Inapasade (1154 5NP) T5				
granules	60 pkts	64 10ea	—	97 3
	120 pkts	122 5ea	—	183 7
	1000g	110 5ea	—	165 7
paediatric	60 pkts	26 5ea	—	39 7
Inapasade S.Q. (1154 5NP) T5				
granules	30 pkts	60 0ea	—	90 0
Inco (1073 Robinson)				
garments				
24×28in		8 9ea	1 2ea	12 5
28×32in		9 0ea	1 3ea	12 11
32×36in		9 11ea	1 4ea	14 1
36×40in		10 2ea	1 5ea	14 5
40×44in		10 10ea	1 6ea	15 5
roll		21 9	—	2 3
cleansing tissues	100	10 4ea	—	12 10
Infurno (232 Carter)				
massage cream	30g	2 4ea	10ea	4 6
In Love (1376 Hartnell) existing entry				
In Love (1376 Hartnell)				
(distributors 261 Christy)				
bath dusting powder				
	HL7	124 0	68 2	21 5
creme perfume				
	HL47	88 0	48 5	15 5
eau de toilette	HL10	88 0	48 5	15 5
standard	HL10/3	76 0	41 10	13 0
spray mist	HL11	115 8	63 7	19 9
hand lotion	HL33	53 0	29 2	9 5
perfume	HL1	61 0	33 7	10 9
	HL15	104 0	82 2	18 5
	HL5	192 0	105 7	33 9
	HL2	336 0	184 10	58 9
	HL3	532 0	292 7	98 0
	HL6	144 0	79 2	24 7
spray talcum	HL9	56 0	30 10	9 6
Innox (654 Innox)				
eye collection				
Dramatic				
eyebrow pencil		—	—	6 7
refill		—	—	4 3
eye liner		—	—	12 1
mascara block		—	—	9 3
nail hardener		—	—	16 0
Shadow Satin		—	—	9 6
Shadow Soft				
eye shadow		—	—	7 6
with applicator		—	—	11 8
applicator		—	—	4 8
throat cream with				
amylene		—	—	21 0
super vitaliser with				
amylene		—	—	22 0
Inositol (127 Bioglan)				
capsules 500mg	90	26 8ea	—	40 0
Inotyl (346 Dales)				
ointment	25g	27 0	9 11	4 3
	50g	36 0	13 2	5 7
	120g	32 0	11 9	5 0
	180g	50 0	18 4	7 9
Insulex (651 Insulex)				
snack jar	20oz	12 0ea	1 7ea	19 6
Iron-Ox (800 TM)				
tonic tablets	42	27 0	—	3 0
	126	54 0	—	6 0
	252	85 6	—	9 6
Iso-Brovon (859 Moore)		—	—	—
Iso-Brovon (878 Napp)		—	—	—
Iso-Rapid (16 AGL)				
outfit IC		—	—	126 2
Isovon (859 Moore)		—	—	—
Isovon (859 Napp)		—	—	—
Jackel (1412 Jackel)				
combs aluminium	200	29 0	10 7½	4 6
	252	35 4	12 11½	5 6
shell	108	29 0	10 7½	4 6
	110	29 0	10 7½	4 6
	152	35 4	12 11½	5 6
	163	35 4	12 11½	5 6
Jabley (661 Jabley)				
bath oil	90cc	62 0	33 3	10 10
cleansing cream	65g	38 0	20 5	6 7
Cologne blue	108cc	75 0	40 3	12 10
iced	108cc	75 0	40 3	12 10
creme bloc	junior	18 0	6 5	2 10
		23 0	8 3	3 7
creme de nuit	65g	44 0	23 7	7 7
creme lotion	80cc	35 0	18 9	6 0
crystal moisturiser	65g	44 0	23 7	7 7
face powder		44 0	23 7	7 7



	Trade	Tax	Retail
ation cream 65g	44 0	23 7	7 7
ydew lipstick	60 0	32 3	10 7
ised creme 65g	44 0	23 7	7 7
umed Flower Drum			
15cc	82 0	44 0	14 2
fresh 90cc	35 0	18 9	6 0
6 1/2 oz	109 0	58 5	18 10
tte bouquet 105cc	63 0	33 9	10 10
rance 105cc	63 0	33 9	10 10
s (800 TM)			
ent	19 4	7 1	2 9
iens (1350 Worth)			
de Cologne			
le Luxe 150cc	—	—	90 0
de toilette			
le Luxe 150cc	—	—	110 0
powder	—	—	—
ns	—	—	—
671 Jeyes) existing entry			
(671 Jeyes)			
eshener blocks			
(iz)	25 7	—	11
200ml	16 10	—	1 10
570ml	29 2	—	3 2
1140ml	53 4	—	5 9
1gal	14 1ea	—	17 9
5gal	60 5ea	—	72 5
hbin powder 680g	18 9	—	1 10
t flats			
single	33 9	—	1 4
soft single	28 6	—	1 0
double	27 2	—	2 0
hilla single	42 4	—	1 7
double	38 10	—	2 9
t rolls			
y soft twin	38 9	—	2 9
hilla	42 6	—	1 7
t fittings			
tic	23 2	2 2	2 6
celain white	111 0	12 4	12 11
coloured	13 3ea	1 10ea	18 11
ne (671 Jeyes)			
fectant 200ml	17 7	—	1 11
340ml	24 2	—	2 8
570ml	36 1	—	4 0
1gal	14 6ea	—	18 0
5gal	64 2ea	—	81 10
ons (672 Johnson)			
ective pants	24 9ea	3 5	36 9
	27 5ea	3 9	40 6
	29 2ea	4 0	43 1
erliners 12	78 0	—	9 6
unipah (800 TM)			
or effervescent	49 5	18 1	7 0
non-effervescent	28 3	10 4	4 0
ts	26 6	9 8 1/2	3 9
a (1487 Juvena)			
sun mask	—	—	25 0
ne sun air	—	—	37 6
ture sun fluid	—	—	18 6
air gel	—	—	21 0
ns (967 Petfoods)			
	40 7	7 10	10
	(6 doz)	(6 doz)	
e (684 Kaylene) existing entry			
ne (684 Kaylene)			
ributors 1545			
(stric)	150g	28 10	10 7
e-OI (684 Kaylene) existing entry			
ne-OI (684 Kaylene)			
ributors 1545 Vetric)			
450ml	60 0	22 0	8 7
phenolphthalein			
450ml	60 0	22 0	8 7
ex (987 PYP)			
act	7 1/2 oz	32 0	4 0
	15oz	56 0	7 0
	6lb	27 0ea	36 0
	3oz	—	—
693 Kent)			
hbrushes			
Luxe	67 4	—	8 5
ssic	46 0	—	5 9
ssler	60 8	—	7 7
. hard	64 0	—	8 0
ssler machine made			
lon	20 4	—	2 7
k Lane	30 8	—	3 9
. hard	33 0	—	4 2
ntour	33 4	—	4 2
igree	28 4	—	3 6
. hard	33 0	—	4 2
okers	35 4	—	4 5
utheart	28 0	—	3 6
er	56 0	—	7 0
ley Street	28 0	—	3 6
. hard	33 4	—	4 2
thead nylon	15 4	—	1 11
ft	17 4	—	2 2
thead nylon	15 4	—	1 11
mpic nylon	23 4	—	2 11
42 badger	54 0	—	6 9

	Trade	Tax	Retail
Junior	13 4	—	1 8
Baby	11 4	—	1 5
denture brush			
K45	24 0	—	3 0
bath brushes			
FW2	25 7ea	9 2ea	47 6
FW1	43 1ea	15 4ea	80 0
FW2	83 6ea	29 9ea	155 0
FW3	105 1ea	37 5ea	195 0
FW4	83 6ea	29 9ea	155 0
FP6	12 1ea	4 4ea	22 6
FP7	32 4ea	11 6ea	60 0
complexion brushes			
BD1	9 8ea	3 5ea	17 11
BC2	12 5ea	4 5ea	23 0
BC3	12 5ea	4 5ea	23 0
C89	11 4ea	4 0ea	21 0
Bloom of Youth BPI	9 8ea	3 5ea	17 11
hair brushes ladies			
classic oval design			
cherrywood	LC4	48 6ea	17 3ea
LC12	40 5ea	14 4ea	75 0
L57	43 1ea	15 4ea	80 0
LH59	63 4ea	22 6ea	117 8
LH54	72 9ea	25 11ea	135 0
LH55	90 6ea	32 3ea	168 0
LHB1	105 1ea	37 5ea	195 0
LH510	105 1ea	37 5ea	195 0
LH512	145 6ea	51 9ea	270 0
LH521	264 1ea	93 11ea	490 0
pneumatic rubber pad			
cherrywood	LC5	15 11ea	5 8ea
LC17	26 11ea	9 7ea	50 0
LC6	37 9ea	13 4ea	70 0
Radial halfround			
boxwood	LH57	84 10ea	30 3ea
cherrywood	LC8	29 11ea	10 8ea
LC7	36 5ea	12 11ea	67 6
LC16	21 3ea	7 7ea	39 6
LC20	12 8ea	4 6ea	23 6
LH51	48 6ea	17 3ea	90 0
LH515	74 8ea	26 6ea	138 6
LH516	74 8ea	26 6ea	138 6
plastic	LP19	10 6ea	3 9ea
LP20	29 1ea	10 4ea	54 0
LP20	34 6ea	12 3ea	64 0
Cosby Allure			
debutante	13 1ea	4 8ea	24 3
hair brushes men's			
classic oval			
cherrywood	MC3	52 10pr	18 9pr
MC4			
ebony black	MHE2	160 0pr	57 0pr
MHE1	323 4pr	115 0pr	600 0
natural	MN11	71 2pr	25 3pr
MN9	113 2pr	40 3pr	210 0
MHN5	245 2pr	87 2pr	455 0
M51	30 9pr	10 11pr	57 0
M511	62 0pr	22 0pr	115 0
M52	90 6pr	32 3pr	168 0
M54	90 6pr	32 3pr	168 0
M56	101 10pr	36 3pr	189 0
MH518	160 0pr	57 0pr	297 0
MH512	301 9pr	107 4pr	560 0
MH520	269 5pr	95 10pr	500 0
MH521	538 11pr	191 8pr	1000 0
M526	63 2pr	22 6pr	117 0
nail brushes			
Classic	NHB0	22 7ea	8 1ea
NHB1	32 4ea	11 6ea	60 0
NHB2	43 1ea	15 4ea	80 0
NHB3	53 11ea	19 2ea	100 0
NHB4	67 11ea	24 2ea	126 0
NHB5	79 3ea	28 2ea	146 0
Crown	NP14	6 11ea	2 6ea
NP11	4 3ea	1 6ea	7 11
Club	NP16	22 7ea	8 1ea
NP17	9 11ea	3 7ea	18 6
Long Grip	NP19	9 11ea	3 7ea
Lucky Pig	NP12	2 0ea	9ea
Lucky Duck	NP15	2 0ea	9ea
Non Slip	NP21	2 0ea	9ea
NP8	2 8ea	11ea	4 11
wooden back	NHW1	24 3ea	8 8ea
NB1	12 1ea	4 4ea	22 6
NB5	37 9ea	13 4ea	70 0
NB6	32 4ea	11 6ea	60 0
N9	4 3ea	1 6ea	7 11
ND6	4 0ea	1 6ea	7 6
ND7	9 11ea	3 7ea	18 6
shaving brushes			
Vase white handle	V4	49 10ea	17 9ea
V5	67 11ea	24 2ea	126 0
V6	79 3ea	28 2ea	147 0
V7	101 10ea	36 3ea	189 0
V8	113 2ea	40 3ea	210 0
V10	135 9ea	48 4ea	252 0
V14	192 4ea	68 6ea	357 0
Easy Grip			
white handle	W20	13 3ea	4 9ea
W21	31 0ea	11 0ea	57 6
W23	45 3ea	16 1ea	84 0
W24	51 2ea	18 3ea	95 0
W25	56 7ea	20 2ea	105 0
black handle	C19	26 11ea	9 7ea
C20	13 3ea	4 9ea	24 8
C21	31 0ea	11 0ea	57 6
C23	45 3ea	16 1ea	84 0
C24	51 2ea	18 3ea	95 0
Thistle	K51	79 3ea	28 2ea
K52	63 4ea	22 6ea	117 6

	Trade	Tax	Retail
Travel	K512	20 2ea	7 3ea
K528	42 4ea	15 0ea	78 6
K529	10 6ea	3 9ea	19 6
K530	18 10ea	6 9ea	35 0
K520	6 11ea	2 6ea	12 11
Quick lather			
Kitien (1407 Jaccaz)			
lipstick	58 0	31 10	10 0
Kit-E-Kat (967 Petfoods)			
handy	47 8	9 2	1 0
(6 doz)	(6 doz)	(6 doz)	
large	58 9	11 4	1 9
(4 doz)	(4 doz)	(4 doz)	
Kitzyme (978 PYP)			
tablets	50	15 5	1 10
250	40 0	—	4 9
750	80 6	—	9 7
3500	25 6ea	—	34 0
Kleenex (702 KC)			
kitchen towel holders			
Knights (756 Lever)			
castile soap toilet	50 3	17 9	1 1
(6 doz)	(6 doz)	(6 doz)	
bath	54 5	19 3	1 9
(4 doz)	(4 doz)	(4 doz)	
Koray (714 Koray)			
tablets	5	21 0	7 9
(4 doz)	(4 doz)	(4 doz)	
10	32 0	11 9	1 6
(3 doz)	(3 doz)	(3 doz)	
28	21 0	7 9	3 0
(1 doz)	(1 doz)	(1 doz)	
64	21 0	7 9	6 0
(1/2 doz)	(1/2 doz)	(1/2 doz)	
Kosili (366 Dendron)			
baby bath	30 6	10 7	4 6
Kotex (702 KC)			
25 case rates minimum order direct			
New Freedom			
panties	56 4	7 8	7 11
towels	12 47 10	—	2 9
(2 doz)	(2 doz)	(2 doz)	
Lactate-Ringer's (413 Lilly)			
solution ampoules	dp25	240 0ea	360 0
Lady Manhattan (893 Nicholas)			
Cologne spray			
cream perfume roll-on			
perfume presentation			
Larola (106 Beetham)			
skin lotion	50cc	20 6	11 3
3oz	27 6	15 2	4 6
165cc	44 0	24 2	7 6
plastic	125cc	43 0	23 8
Lectro-caps (1429 TL)			
potassium bicarbonate			
300 mg	1000	64 10ea	—
500mg	1000	75 8ea	—
1g	1000	103 11ea	—
potassium chloride			
500mg	1000	72 0ea	—
1g	1000	97 4ea	—
sodium bicarbonate			
500mg	1000	62 6ea	—
850mg	1000	70 8ea	—
1g	1000	71 0ea	—
2g	1000	108 0ea	—
Sodium bicarbonate			
500mg and potassium			
bicarbonate	500mg	77 6ea	—
1000			
sodium chloride			
250mg	1000	59 8ea	—
500mg	1000	68 0ea	—
750mg	1000	69 8ea	—
1g	1000	83 4ea	—
1-25g	1000	87 2ea	—
1-5g	1000	98 8ea	—
Leichner (749 Leichner)			
Kamera Klear			
lipsticks	—	—	6 3
Lem-Mel (232 Carter)			
cough mixture	100ml	1 4ea	6ea
200ml	2 0ea	9ea	3 10
85ml & 170ml			
Lem-Sip (1037 Reckitt)			
cold remedy family			
size	51 11	17 7 1/2	7 5
Libovax (208 BW)			
poultry vaccine	vial	40 0ea	47 0
Libovax 2 (208 BW)			
poultry vaccine	vial	46 9ea	55 0
Lifebuoy (756 Lever)			
soap toilet	58 7	20 8	1 3
(6 doz)	(6 doz)	(6 doz)	
bath	60 2	21 3	1 11
(4 doz)	(4 doz)	(4 doz)	
family	40 6	14 3	2 7
(2 doz)	(2 doz)	(2 doz)	
old pack			
Lignilin (1429 TL)			
capsules 500mg	100	16 4ea	9 0ea
Limmits (1552 UL)			
biscuits	39 9	—	4 5
crackers	45 0	—	5 0
savoury biscuits	45 0	—	5 0
soup	18 0	—	2 0
savoury cheese & onion	22 6	—	2 6
Liquifruta (1102 Sanitas) existing entry			
Liquifruta (1102 Sanitas)			
standard	108cc	26 6	9 9
330cc	51 3	18 9	7 3



	Trade	Tax	Retail
with honey 108cc	30 3	11 1	4 4
330cc	60 0	22 0	8 6
medica 108cc	30 3	11 1	4 4
330cc	60 0	22 0	8 6
pastilles	21 0	7 8	3 3
<b>Listerine (721 LC)</b>			
antiseptic 3oz	22 11	8 0	3 3
7oz	40 7	14 2	5 9
14oz	61 9	21 6	8 9
<b>Lithicaps (1429 TL)</b>			
capsules 300mg 500	41 6ea	—	62 3
1000	80 0ea	—	120 0
<b>Lithitabs (1429 TL)</b>			
tablets 250mg 50	28 0	—	3 6
500	17 0ea	—	25 6
<b>Living Hair (1412 Jackel)</b>			
protein conditioner	22 0	12 1½	3 9
	49 9	27 4½	8 6
shampoo	9 8	3 6½	1 6
	29 0	10 7½	4 6
	41 9	15 3½	6 6
<b>Loranne (261 Christy)</b>			
splash Cologne 11	351 2	193 2	60 0
<b>L Oreal (525 Golden)</b>			
bleach	36 0	19 10	6 0
<b>Loxene (1038 R &amp; C)</b>			
hair cream	17 6	9 8	2 9
	27 1	14 11	4 3
shampoo sachet	4 2	1 6	7
2oz	21 2	7 10	3 0
6oz	37 1	13 7	5 3
<b>Lucozade (103 Beecham)</b>			
small	23 0	3 9	1 4*
(2doz)	(2doz)		
*Includes 3d for container			
large	31 2	6 0	3 6*
*Includes 4d for container			
<b>Lux (756 Lever)</b>			
toilet soap small	58 7	20 8	1 3
(6 doz)	(6 doz)		
large	60 2	21 3	1 11
(4 doz)	(4 doz)		
<b>Lydrin (211 Butler)</b>			
500ml	14 0ea	—	21 0
21	46 0ea	—	69 0
<b>Lyndiol (917 Organon)</b>			
tablets 5mg	—	—	D
<b>Maalox (1080 Rorer)</b>			
(distributors 324 Crookes)			
suspension 300ml	6 6ea	2 5ea	11 6
dp 3 x 300ml	19 0ea	—	D
350ml	—	—	
<b>Mac (103 Beecham)</b>			
throat sweets tube	21 9	8 0	1 0
(3 doz)	(3 doz)		
carton	52 6	19 3	2 5
(3 doz)	(3 doz)		
<b>Macey (1412 Jackel)</b>			
face cloths			
110; 236	21 4	2 11½	2 11
234	22 0	3 0½	3 0
202; 216; 237	25 8	3 6½	3 6
232; 233; 235	28 9	3 11½	3 11
230; 241	36 0	4 11½	4 1
226	40 6	5 6½	5 6
132	50 0	6 10½	6 11
217; 234; 229	—	—	D
<b>Macdonald (786 Macdonald)</b>			
household cotton wool			
8oz	21 9	—	2 8
16oz	40 0	—	4 6
<b>Mackenzies (800 TM)</b>			
smelling salts flat	21 2	7 9	3 0
handbag	17 8	6 6	2 6
<b>Ma Griffe (1469 PC)</b>			
miparum 1oz	31 3ea	17 2ea	65 0
2oz	60 3ea	33 2ea	125 0
<b>Magsorbent (684 Kaylene) existing entry</b>			D
<b>Magsorbent (684 Kaylene)</b>			D
(distributors 1545 Vestric)			
powder 50g	19 7	7 2	2 10
150g	38 2	14 0	5 5
65	29 0	10 7	4 2
tablets			
<b>Make-U-Well (1261 Ucal)</b>			
herbs 2oz	25 0	9 2	4 5
<b>Maloprim (208 BW)</b>			
tablets 6	12 0	—	1 6
30	42 0	—	5 3
500	44 0ea	—	66 0
<b>Manly (1421 TMC)</b>			
man's belt	—	—	52 0
crutch pieces	—	—	6 0
<b>Margo of Mayfair (798 Margolis) existing entry</b>			D
<b>Margo of Mayfair (798 Margolis)</b>			D
baby powder 3oz	9 9	3 6	1 9
6oz	14 3	5 2	2 6
10½oz	23 0	8 3	3 11
12oz	12 5	6 8	2 4
bath salts	9 11	5 4	2 0
bath cubes (6)			
bubble bath sachet	5 5	1 11	1 0
50cc			
deodorant body spray	21 7	11 7	3 11
84cc			
hair lacquer			
sachet refill 50cc	5 5	2 11	1 3
spray dispenser 56cc	12 2	6 6	2 3
standard aerosol 84cc	16 2	8 9	3 0
crystal clear sachet			
50cc	5 5	2 11	1 3
New French aerosol			
280cc	32 4	17 5	5 11

	Trade	Tax	Retail
hand cream			
rose drop 48cc	6 9	3 9	1 3
Avant Garde 150cc	16 2	8 9	3 0
shampoo sachets 20cc	3 0	1 2	6
talcum powder			
Audacity, Bouquet of			
Flowers, Bridal,			
Gardenia, Lily of the			
Valley, Mitcham			
lavender, Avant			
Garde 14oz	21 8	11 8	3 11
<b>Marigold (774 LR)</b>			
baby pants snappies	27 7	—	3 4
house gloves Suregrip	40 0	5 0	5 4
<b>Marina (786 Macdonald)</b>			
cosmetic bags and			
purses No.41	12 0	4 5	1 10
No.45	27 0	9 11	4 2
No.47	31 3	11 5	4 11
No.54	68 9	25 2	10 8
No.56	45 2	16 6	7 0
No.57	41 0	15 0	6 5
No.58	48 0	17 8	7 6
No.60	45 0	16 6	7 0
No.67	24 9	9 1	3 10
No.31	20 3	2 10	2 9
face cloth			
<b>Martinmilk (153 BM)</b>			
40 8	8 11	5 3	
<b>Mary Quant (876 MP) existing entry</b>			D
<b>Mary Quant (876 MP)</b>			D
all over lotion	78 5	43 1½	14 0
bath beads	110 10	60 11½	19 0
bath oil	95 3	52 5	17 0
Blushbaby compact	72 10	40 1	13 0
blush sticks	95 3	52 5	17 0
breathalyzers	25 5	9 4	4 0
cake liner	61 7	33 10½	11 0
Cheeky	61 7	33 10½	11 0
colour crayons	196 9	107 9	35 0
colour stick	95 3	52 5	17 0
Come Clean	100 10	55 5½	18 6
eye gloss	67 3	37 0	12 0
eyelashes			
Jeepers Peepers	104 3	57 4	18 7
everyday	110 10	60 11½	19 10
fashion	156 10	86 3	28 0
loads of lash (5 pair)	280 0	154 0	50 0
eyelash adhesive	28 0	15 5	5 0
eye lash colour	95 3	52 5	17 0
refill	67 3	37 0	12 0
eyeliner brush	33 3	14 0	6 0
eye shadow brush	50 10	18 8	8 0
eye tints	67 3	37 0	12 0
eye pencil	39 3	21 7	7 0
eyes off	56 0	30 9½	10 0
face brush	95 3	34 11	15 0
face final	72 10	40 1	13 0
face shapers	95 3	52 5	17 0
Get Fresh	100 10	55 5½	18 6
kit bag	89 7	49 3	16 0
lip gloss tints	56 0	30 9½	10 0
lipstick	61 7	33 10½	11 0
liquid liner	61 7	33 10½	11 0
mascara block	61 7	33 10½	11 0
liquid	89 7	49 3	16 0
refill	61 7	33 10½	11 0
tearproof	95 3	46 11	17 0
refill	67 3	37 0	12 0
nail polish titch	33 7	18 6	6 0
round	39 3	21 7	7 0
Nailshine	117 7	64 8	21 0
Natural Tint makeup	67 3	37 0	12 0
paintbox	280 0	154 0	50 0
perfume A.M.	1oz	308 0	169 5
1oz	448 0	246 5	80 0
1oz	644 0	354 2	115 0
spray	224 0	123 2	40 0
Cologne 9cc	50 5	27 9	9 0
1½oz	110 10	61 0	19 10
2½oz	179 3	98 7	32 0
1½oz	196 0	107 9	35 0
perfume milk	1½oz	117 7	64 8
talcum	2½oz	67 3	37 0
perfume P.M.	1oz	336 0	184 9
1oz	481 7	264 6	86 0
1oz	700 0	385 0	125 0
1oz	240 10	132 6	43 0
spray	9cc	50 5	27 9
Cologne 1½oz	110 10	61 0	19 10
2½oz	196 0	107 9	35 0
1½oz	212 10	117 1	38 0
aerosol	1½oz	128 10	70 10
perfume milk	1½oz	72 10	40 1
talcum	2½oz	110 10	61 0
perfume Potion	110 10	61 0	19 10
Shape and Blush	61 7	33 10½	11 0
shadow shaper stick	61 7	33 10½	11 0
Shush Shadow	61 7	33 10½	11 0
skin saver	110 10	61 0	19 10
Smoothers	67 3	37 0	12 0
Starkers	67 3	37 0	12 0
starters box	168 0	92 5	30 0
sun face	67 3	37 0	12 0
sun soother	84 0	46 2½	15 0
sun stick	59 5	32 8	10 7
topspeed tan	95 3	52 5	17 0
<b>Max Factor (813 MF)</b>			
California aquapalletes	124 8	65 2	21 0
<b>Mazola (200 B &amp; P)</b>			
corn oil 16oz	39 7	—	3 11
22oz	53 11	—	5 4
32oz	76 8	—	7 7

	Trade	Tax	Retail
<b>Medijel (366 Dendron)</b> tube	27 1	9 5	4 0
<b>Meltus (333 Cupal)</b> cough mixture adult			
4oz	27 0	8 11	4 1
8oz	41 3	13 7	6 3
junior			
3oz	25 3	8 4	3 8
6oz	36 9	12 1	5 7
<b>Mentholatum (836 Mentholatum)</b> balm			
tin	9 7	3 6	1 5
jar	23 7	8 8	3 5
tube	23 7	8 8	3 5
deep heat rub			
	30 0	11 9	4 5
	44 0	16 1	6 5
	59 0	21 7	8 5
<b>Merbentyl (838 Merrell) †5154A</b> with phenobarbitone			
syrup 150ml	90 0	—	11 3
4oz	—	—	—
tablets 250	—	—	—
<b>Merocets (838 Merrell)</b> lozenges 16	20 0	—	2 6
<b>Merthiolate (413 Lilly)†</b> tincture 450ml	5 4ea	—	8 0
2-251	18 10ea	—	28 3
80oz	—	—	—
<b>Metamucil (1121 Searle)</b> powder 100g	54 0	19 9	6 9
400g	11 10ea	4 5ea	17 9
4oz and 16oz	—	—	—
<b>Metheph (859 Moore)</b>	—	—	—
<b>Metheph (878 Napp)</b>	—	—	—
<b>Mick (967 Petfoods)</b> handy	19 1	3 8	1 6
(1½ doz)	(1½ doz)		
large	23 4	4 6	2 9
<b>Milontin (938 PD)</b> Kapseals 0-5g 500			
<b>Milpath—200 (1441 Wallace)</b> <b>Milpath—400 (1441 Wallace)</b> Miners (876 MP) existing entry			
<b>Miners (876 MP)</b> aqua shadow 3G82	16 3	8 11	2 10
after shave 3G45	45 3	24 11	7 9
bare make-up 3G06	29 0	15 11½	5 0
blushstick 3G88	34 10	19 2	6 0
darker liner 3G24	16 3	8 11	2 10
eyebrow pencil 3J18	11 7	6 3	2 0
eye brush 3G19	18 5	6 9	2 10
eye deal 3GA2	34 10	19 2	6 0
eyelashes			
fakes, extra fakes	40 7	22 4	7 0
round, natty, flashy, lower flighty	60 5	33 3	10 5
eye liner cake 3G79	16 3	8 11	2 10
eye make-up remover			
3G64	19 10	10 11	3 5
eye shadow applicator	18 5	6 9	2 10
eye shiner frosted			
3G65	29 0	15 11½	5 0
face fixers 3GB1	29 0	15 11½	5 0
face shiner 3G01	19 10	10 11	3 5
face wash 3GC3	22 5	8 3	3 5
Glo 3G03	26 10	14 9	4 7
hair colour shampoo	16 3	8 11	2 10
3G38	24 5	13 5	4 3
hair lacquer spray			
refill 3G35	12 10	7 1	2 3
sachet 3A36	7 0	3 10	1 3
remover shampoo			
3G41	13 3	4 10	2 0
hair spray aerosol			
3GB7	24 7	13 6	4 0
3GB6	18 7	10 3	3 0
lip shiner 3G12	16 3	8 11	2 10
lipsticks 3JA9	14 0	7 9	2 5
swivel 3JA8	24 5	13 5	4 3
make-up stick 3G74	29 0	15 11½	5 0
mascara block 3G30	16 3	8 11	2 10
brush-on 3G25	27 10	15 4	4 10
run-proof 3G51	29 0	15 11½	5 0
autobrush 3J26	29 0	15 11½	5 0
refill 3J27	19 10	10 11	3 5
Lash-on new 3J67	34 10	19 2	6 0
refill 3J68	24 5	13 5	3 11
mat shadow stick			
3J21	15 3	8 11	2 10
nail lacquer 3G62	14 0	7 9	2 5
frosted 3G54	24 5	13 5	4 3
fruit drops 3GC2	14 0	7 9	2 5
remover 3G16	14 0	7 9	2 5
Panda Eyes 3GB9	34 10	19 2	6 0
Pop (lip) stick 3J09	14 0	7 9	2 5
3J57	24 5	13 5	4 3
powder shadow 3J22	16 3	8 11	2 10
Quick clean 3GC4	19 10	10 11	3 5
3G48	26 10	14 9	4 7
<b>Rosy Cheeks rouge</b> 3G80	19 10	10 11	3 5
shadow stick frosted			
3J96	19 10	10 11	3 5
shiny liner 3G60	29 0	15 11½	5 0
5smoothie 3G02	26 10	14 9	4 7
sun scene 3GB4	29 0	15 11½	5 0
super liner 3J17	19 10	10 11	3 5
Take Care 3GB3	19 10	10 11	3 5
Tingle 3G49	26 10	14 9	4 7
trick tan 3GB5	26 10	14 9	4 7
Wild 5kin perfume			
3J75	16 3	8 11	2 10
3G71	52 3	28 9	9 0



	Trade	Tax	Retail
olta (667 JCL)			
meras cine 8mm			
Autopak 8-D6			2999 0
mera instant load			
Autopak 550			598 9
mera 35mm			
Hi-Matic C			899 0
mera 35mm			
Hi-Matic II			1519 0
anda (817 MP5)			
meras			
encomat R5			1798 0
hracin (969 Pfizer) TS	100	0ea	
eeze-dried vial			
ol (1429 TL) 5†4B			
blets 100 mg	50	4 0ea	
dicare (252 Chelspa)			
1oz	14 6		2 0
2oz	20 9		2 11
zenges			
nsieur de Givenchey (1589 Givenchey)			
odorant spray	11	9ea	6 4ea 25 0
re's (859 Moore)			
re's (878 Napp)			
by cream	1oz	27 0	3 4
ething jelly	1oz	24 0	8 10 3 9
orning Pride (800 TM)			
ave cream brushless			
tube	24 8	9 0	3 6
jar	28 3	10 4	4 0
ny (862 Morny)			
ntasy			
bath loam			12 6
au de toilette			10 6
and cream			8 9
perfume			12 6
oap toilet (3)			7 9
bath (3)			12 9
traveller			5 0
hereze (232 Carter)			
spberry leaf tablets	40	2 1ea	9ea 4 0
ther Seigels (800 TM)			
rup	26 6	9 8½	3 9
ine (113 S & B)			
ine (2 Abbott)			
stakene (232 Carter)			
28g	1	10ea	8ea 3 6
ambutol (746 Lederle)			
blets 100mg	51	0ea	76 6
500	251	0ea	376 6
400mg	100	183 0ea	274 6
500	904	0ea	1356 0
eto (875 MPL) existing entry			
eto (875 MPL)			
113cc	25 0	13 9	4 6
56cc	18 0	9 11	3 0
113cc	31 6	17 5	5 0
eam	150cc	45 0	24 9 7 6
oral oils	56cc	18 0	9 11 3 0
113cc	31 6	17 5	5 0
150cc	45 0	24 9	7 6
56cc	13 7	5 0	2 4
113cc	22 6	8 3	3 7
113cc	22 0	12 0	3 6
56cc	18 0	9 11	3 0
113cc	31 6	17 5	5 0
ocon (938 PD)			
' (333 Cupal)			
onic syrup	6oz	25 9	8 6 3 9
12oz	40 9	13 5	6 4
l Bite (333 Cupal)			
tion	20 0		2 8
ir (235 Carteret)			
eam	tube	34 8	19 1 5 7
tion	4oz	48 9	26 10 7 10
ional (1136 Silber)			
ashguns (electronic)			
E-202			239 6
E-242			279 6
tural Wonder (1052 Revlon)			
edicated mask			20 0
zex (333 Cupal)			
asal spray	30 3		3 9
otarr (333 Cupal)			
halant	14 9	4 10	2 5
adrene (930 P & B)			
lla (1517 Nella)			
ed oil	30 0	11 0	4 6
oklenz (232 Carter)			
nature cure	56g	1 10ea	8ea 3 6
182g	4 0ea	1 5½ea	8 0
blets	40	1 7ea	7ea 3 0
100	2 7ea	11ea	5 0
rvetone (1261 Ucal) †			
onic	4oz	22 6	8 3 3 10
8oz	39 0	14 3	6 7
40	26 6	9 8	4 5
blets			
stle (451 F & J)			
olor-Comb	43 10	24 2	7 6
lura			
olorhair			
olorhue			
oloritone			
haprin Dospan (838 Merrell) †54B			
blets	25	8 0ea	2 11ea 14 11
ack of 30			
etal (1303 Wander) TS			
blets 100mg	48 0		
loxital (922 Ortho) †SIS4A			
apsules	20	10 0ea	15 0
100	40 0ea		

	Trade	Tax	Retail
Nigroids (892 NF)	138 4	50 8	1 9
(1 gross) (1 gross)			
Niknax (519 Global)			
tights			8 11
Nitacin (1429 TL) TS			
vial, 3,000,000 units	33 0ea		
Nitrong (859 Moore)			
Nitrong (878 Napp)			
Nobilis (905 Nutrikem)			
poultry vaccine			
H120 1000 dose vial	40 10ea		48 0
H52 1000 dose vial	96 4ea		113 4
Nonad Tulle (34 A & H)			
6 x 6in			
Norash (372 De Witt)			
nappy rash cream	28g	31 0	3 11
20g			
Norpramine (901 Norton) †54B			
tablets	100	10 0ea	
500	45 0ea		
Norsebad (893 Nicholas)			
bath additive	39 1	14 4	2 0
(3 doz)		(3 doz)	
60cc	53 10	19 9	8 3
120cc	104 4	38 3	16 0
Norton (900 Norton)			
gift sets			
cavalcade mug/bath			
salts	56 0	16 0	8 4
marble soap and linen			
towel	F6	104 0	27 0 15 6
bubble baths			
Dolphin bookend			
ring bottle	Q15	38 0	13 11 5 11
Q5	42 0	15 5	6 6
novelty soaps			
Diddy men	M9	25 0	9 2 3 11
Fleur de Tabac	HA1	80 0	29 4 12 6
marble (3)	F5	58 0	21 3 8 11
soap clouds	J3	64 0	23 5 9 11
stem jar	J5	96 0	35 2 14 11
Tango tangerine			
donkey	K4	81 0	29 8 12 5
The Aristocats	M2	48 0	17 7 7 6
Noxacor (800 TM) †			
callous ointment	21 2	7 9	3 0
corn remover	21 1	7 9	3 0
Nu-Cot (903 NPU)			
pleats	60g	33 6	1 3
(3 doz)			
150g	39 2		2 4
(2 doz)			
250g	33 10		3 9
(1 doz)			
60g	31 5		1 3
(3 doz)			
150g	39 2		2 4
(2 doz)			
250g	31 10		3 9
Nu-Deal (903 NPU)			
toilet rolls	22 3		1 7
(1½ doz)			
Nu-Fresh (903 NPU)			
vaporising fly killer			
size 1	56 0		7 0
size 2	112 0		14 0
Nulon (1038 R & C)			
hand cream			
small	16 4	9 0	2 6
medium	23 6	12 11	3 8
large	33 6	18 5	5 3
tube	16 4	9 0	2 6
Nu Moon (366 Dendron)			
cuticle softener	18 6	9 8	3 0
Nu Nale (366 Dendron)			
cream	24 7	12 11	4 0
liquid	24 7	12 11	4 0
Nurse Sykes (1307 Waterhouse)			
powders	8	19 0	6 11½ 2 9
32	70 0	25 8	10 6
8	10 0	3 8	1 6
16	19 0	6 11½	2 9
64	70 0	25 8	10 6
Nu-Soft (903 NPU)			
hankies (3 ply)	16	28 3	3 10½ 7
(6 doz)		(6 doz)	
50	34 9	4 9	1 6
(3 doz)		(3 doz)	
Hanx	100	46 9	6 5 2 9
(2 doz)		(2 doz)	
Variety	150	42 0	5 9 2 9
(2 doz)		(2 doz)	
kitchen rolls	32 3	4 5	1 11
(2 doz)		(2 doz)	
tissues	10	20 0	2 9 5
(6 doz)		(6 doz)	
50	36 0	4 11½	1 2
(4 doz)		(4 doz)	
150	42 0	5 9	2 9
(2 doz)		(2 doz)	
Oesbron (1261 Ucal)			
lung tonic	2½oz	17 0	6 3 3 2
5oz	26 9	9 10	4 11
lozenges			
Old Cottage (544 Grossmith)			
Omnipid (656 IFA)			
health sandals	pair	36 5ea	5 9ea 69 0
shoe cushion	pair	15 0ea	22 6
Optima (16 AGL)			
cameras			

	Trade	Tax	Retail
Sensor 200			
500			852 0
Orgaluton (917 Organon) †54B			
tablets	20	4 4ea	6 6
Organidin (369 DL)			
(distributors 1545 Vestric)			
elixir	150ml	70 6	27 10 11 0
2l	107 11ea	39 7ea	
solution	25ml	58 0	21 3 9 1
old packs			
Oriane (1145 Sirex)			
creme hydratante			
liquide	tube		42 0
jar			67 0
lipstick agate			19 6
liquid			29 6
sol a gel			38 0
tan a sol			39 6
mascara roll-on refill			19 0
Satlane	tube		38 0
Oriental Spice (1131 Shulton)			
after shave and			
shower	11cc	46 3	24 10 8 0
80cc	133 0	71 4	23 0
155cc	202 3	108 5	35 0
205g	88 6	31 8	14 0
150g	104 0	55 9	18 0
Osa Tone (232 Carter)			
children's tonic	100ml	2 7ea	11ea 5 0
110ml			
Ostermilk (518 Glaxo)			
Nos 1 and 2	49 4		4 8
Outdoor Girl (876 MP)			
Outdoor Girl (876 MP)			
Aqua Shadow	2JD4	17 5	9 7 3 0
Blush-a-bye Baby			
2GD8	40 7	22 4	7 0
2GE6	31 5	17 3	5 5
2GE8	47 5	17 5	7 3
Daisy Fresh deodorant			
2GD3	34 10	19 2	6 0
2J19	19 10	7 3	3 0
eye brush	40 7	22 4	7 0
eye colour collection			
eyelashes			
Superlash, Partylash,			
Featherlash, More-			
lash, Batwings, lower			
lashes, underlash	68 7	37 9	11 10
Bambi	74 5	40 11	12 10
eye lustre liner	2G63	29 0	15 11½ 5 0
eye liner	2J55	16 3	8 11 2 10
eye make-up remover			
pads	2A58	17 5	9 7 3 0
eye pencil	2J22	16 3	8 11 2 10
luxury	2J23	29 0	15 11½ 5 0
eye shadow brush			
2GD6	23 10	8 9	3 7
eye shadow pressed	16 3	8 11	2 10
brush-on	2G31	29 0	15 11½ 5 0
stick	2J21	16 3	8 11 2 10
goldrush stick	2J95	16 3	8 11 2 10
eye shadower	2J86	19 10	7 3 3 0
finger nails	2G93	58 0	31 11 10 0
Finishing Touch	2GD7	40 7	22 4 7 0
Glow On	2JA4	17 5	9 7 3 0
Golden Girl			
double cleanse	40 7	22 4	7 0
double cream	40 7	22 4	7 0
double life	40 7	22 4	7 0
Perfect Touch	34 10	19 2	6 0
powder loose	23 3	12 9½	4 0
Shimmer Shadows	29 0	15 11½	5 0
Silk Finish	26 10	14 9	4 7
Touch of Colour	34 10	19 2	6 0
hair lacquer refill			
2G37	11 7	6 4½	2 0
2G39	18 7	10 3	3 0
2GD9	30 0	16 6	4 10
hand cream	2GA9	11 7	6 4½ 2 0
Lace talcum	2G42	17 5	9 7 3 0
lipstick New Trend			
2J11	15 0	8 3	2 7
2J12	26 10	14 9	4 7
2J13	26 10	14 9	4 7
2J14	15 0	8 3	2 7
Gold Rush	2JD2	15 0	8 3 2 7
2J94	26 10	14 9	4 7
liquid shadow pearly			
2G70	29 0	15 11½	5 0
2G05	26 10	14 9	4 7
2G24	16 3	8 11	2 10
2G65	29 0	15 11½	5 0
2G27	23 3	12 9½	4 0
2J32	29 0	15 11½	5 0
2JA7	17 5	9 7	3 0
2G28	40 7	22 4	7 0
2G29	29 0	15 11½	5 0
2G47	29 0	15 11½	5 0
2GC1	23 3	12 9½	4 0
2G59	16 3	8 11	2 10
2G60	29 0	15 11½	5 0
2G18	14 0	7 8½	2 5
2G47	29 0	15 11½	5 0
2G07	16 3	8 11	2 10
2G03	17 5	9 7	3 0
2GE3	57 0	31 4	9 10
2G33	29 0	15 11½	5 0
2GD1	34 10	19 2	6 0
2G41	11 7	6 4½	2 0
2GE4	31 5	17 3	5 5
2G49	29 0	15 11½	5 0
2G62	46 5	25 6	8 0



	Trade	Tax	Retail
Total Finish 2G56	29 0	15 11 1/2	5 0
Oxydent (1113 5 & B)	28 3	9 6	4 0
denture cleanser 210g			
Oxytetrin (1429 TL) T5			
capsules 250mg	16 4	2ea	6 3
100 14	4ea	29 8	
1000 130	0ea		
tablets 250mg	16 3	9ea	5 9
100 13	4ea	26 3	
1000 120	0ea		
Pabestrol (930 P & B) †54B			
tablets 1mg	500 55	0	
5mg	500 90	0	
tablets E/C 1mg and 5mg	—	—	D
Pabrinex (930 P & B)			
ampoules 1/M standard			
3prs	75 0	—	—
24prs	34 0ea	—	—
strong	3prs 93	0	—
12prs	24 0ea	—	—
1/V Standard	3prs 84	0	—
12prs	22 0ea	—	—
strong	3prs 96	0	—
12prs	24 0ea	—	—
Paddi (1037 Robinson)			
garment	64 0	—	7 6
ex. large	68 4	—	8 0
pillch	36 6	—	4 3
Page Barker (458 FPL)			D
Page Barker (458 FPL)			D
hair tonic	95cc 36	3	19 11
1920cc	315 0	173 3	6 1
scurf lotion	168cc 42	4	15 6
480cc	111 6	40 10	6 5
1920cc	268 0	98 3	—
Pal (964 Personna)			
injector blades (10)	26 3	9 8	4 1
Pancrex (930 P & B)			D
powder all sizes	—	—	—
Pancrex V (930 P & B)			
capsules	100 16	8ea	—
500 66	0ea	—	—
250 —	—	—	D
powder	100g 25	0ea	—
250g 50	0ea	—	—
500g —	—	—	D
tablets 60mg e/c	100 72	0	—
1000 —	—	—	D
forte e/c	100 108	0	—
1000 —	—	—	D
Paramisan (1154 SNP)			
sodium pashets	100 16	10ea	25 3
500 74	5ea	117 7	
powder	100g 7	2ea	10 9
500g 27	7ea	41 4	
1000g 54	0ea	81 0	
tablets	100 4	8	7 0
500 18	0ea	27 0	
Parozone (671 Jeyes)			
570ml	24 10	—	1 4
(2 doz)	17 1	—	1 9
910ml	5 7ea	—	7 3
1gal	16 0	—	2 0
Paridic (776 JML)			
200g	16 0	—	3 6
400g	28 0	—	—
Paris Mist (554 Innox)			
skin perfume	50cc —	—	18 4
Parkers (1261 Ucal)			
perfect panacea	2 1/2oz 21	9	8 0
Pasinah 6 PH (1303 Wander) T5			
cachets	180 46	2ea	—
540 127	0ea	—	—
Pasinah 10 PH (1303 Wander)			
cachets	100 22	2ea	—
500 90	0ea	—	—
Pasinah-25 (1303 Wander)			
cachets	100 23	5ea	—
500 106	9ea	—	—
Pasinah-33 (1303 Wander)			
cachets	100 24	0ea	—
500 108	0ea	—	—
Pasinah-50 (1303 Wander)			
cachets	100 24	7ea	—
500 110	5ea	—	—
Pasinah-302 (1303 Wander)			
cachets	180 51	7ea	—
360 96	0ea	—	—
540 147	7ea	—	—
Pasinah-D (1303 Wander)			
PA5 sodium with isoniazid			
6g —150g	60 64	9ea	—
paediatric	60 27	0ea	—
Passigen (232 Carter)			
capsulettes	42 3	4ea	6 6
dispensing pack	32 0ea	11 9ea	—
Pax (1261 Ucal)			
corn paint	2dr 20	0	7 4
Pears (509 Gibbs)			
transparent soap	toilet 11	2	4 1
bath	17 0	6 3	2 2
Pedzyl (54 Antigen)			D
Penoxil VK (1419 TL) T5			
capsules 125mg	250 50	0ea	—
1000 150	0ea	—	—
packs of 100 and 500	—	—	D
250mg	75 0ea	—	—
1000 250	0ea	—	—
packs of 100 and 500	—	—	D
tablets 125 mg	250 39	0ea	—
1000 117	0ea	—	—

	Trade	Tax	Retail
packs of 100 and 500	—	—	D
250mg 250	70 0ea	—	—
1000 210	0ea	—	D
packs of 100 and 500	—	—	D
Peplax (333 Cupal)			
tablets	20 6	6 9	3 2
Peps (1530 Fisons)			D
tubes	—	—	—
Perform (366 Dendron)			
eight-day hair set			
small	49 4	25 9	8 0
large	82 8	43 2	13 5
Personna (964 Personna) existing entry			D
Personna (964 Personna)			
blades double edge			
super stainless (5)	42 10	15 9	4 0
(20pkts)	(20pkts)	(20pkts)	
platinum (5)	46 6	17 1	4 4
(20pkts)	(20pkts)	(20pkts)	
blades single edge			
stainless (4)	51 4	18 10	3 10
(25pkts)	(25pkts)	(25pkts)	
blades injector			
super stainless (5)	43 8	16 1	4 1
(20pkts)	(20pkts)	(20pkts)	
platinum	46 6	17 1	4 4
(20pkts)	(20pkts)	(20pkts)	
razor sets			
3-piece			
with one stainless	25 8	9 5	4 0
blade			
with two platinum	32 2	11 10	5 0
blades			
injector with five	51 4	18 10	8 0
blades			
injector satin back	80 4	29 6	12 6
with five blades	135 0	49 6	21 0
injector Executive	61 0	22 6	9 6
Lady Personna	48 2	17 8	7 6
shaving brushes No. 40	67 6	24 10	10 6
No. 42	43 5	15 11	6 9
super foam			
grooming aids	24 2	8 11	4 6
nail clipper	(10)	(10)	3 6
nail file	17 1	9 5	3 6
(10)	(10)	(10)	
toe nail clipper	26 10	9 10	5 0
(10)	(10)	(10)	
tweezers	21 11	12 1	4 6
(10)	(10)	(10)	
Perutz (565 Hanimex)			D
Perutz (1136 Silber)			D
Pestroy (143 BM)			
insect powder	18 0	—	2 0
31 6	—	3 6	
38 3	—	4 3	
aerosol			
Pharmacia (1497 PGBL)			
Phadebas amylase test			
tablets	50 66	0ea	—
Pharmaton (1564 Pharmaton)			
hair tonic	—	—	34 9
royal bath	—	—	30 9
skin activator	—	—	45 1
Philips (977 PE)			
electric blankets			
3-heat			
single HL2216	93 2ea	33 4ea	157 6
double HL2226	113 10ea	40 9ea	192 6
dual HL2236	136 8ea	48 10ea	231 0
family			
single HL2215	64 9ea	23 2ea	109 6
double HL2225	81 4ea	29 1ea	137 6
health lamps			
combined HP3108	161 5ea	57 9ea	273 0
Infraphil KL7500	94 6ea	—	126 0
Ultraphil KL2866	121 3ea	43 5ea	205 0
hair dryer			
ensemble HP4110	68 0ea	24 4ea	115 0
floor stand HP4906	28 7ea	3 11ea	42 0
shavers			
Flip Top HPI103	93 2ea	33 4ea	157 6
Lady-have HP2103	46 11ea	16 11ea	79 6
de luxe HP2113	58 10ea	21 1ea	99 6
Philishave de luxe			
HPI112	129 2ea	46 3ea	218 6
special HPI109	115 3ea	41 3ea	195 0
compact HPI204	79 10ea	28 7ea	135 0
Phillips (978 PYP)			
fish food maxiflakes			
1 1/2oz	50 0	10 9	2 7
1oz	9 4	—	1 2
2oz	22 0	—	2 9
13oz	77 0	—	9 7
4lb	27 0ea	—	36 0
7lb	42 0ea	—	56 0
yeast mixture			
1oz	9 4	—	1 2
2oz	22 0	—	2 9
13oz	77 0	—	9 7
4lb	27 0ea	—	36 0
7lb	42 0ea	—	56 0
PIB (859 Moore)			D
PIB (878 Napp)			D
PIB Plus (859 Moore)			D
PIB Plus (878 Napp)			D
Pied Piper (506 Gerhardt)			
for mice	12 0	—	1 6
22 0	—	2 9	
Pinaud (984 Pinaud)			
(distributors 451 F&J)			
Eau de Quinine 225cc	57 0	31 5	9 9
Piptalin (824 MCP)			
elixir 100ml	9 0ea	—	13 6
Pirisol (333 Cupal)			
junior soluble aspirin	15 0	4 11	2 4
Pitocin (938 PD)			D
ampoules 1ml	100	—	—

		Trade		Tax		Retail		
vial 5ml	I							D
PLJ (103 Beecham)								
lemon juice standard		32	5	6	4	3	8*	
large		53	0	10	10	6	0*	
		*Includes 4d for container.						
Polaroid (989 Polaroid) existing entry								D
Polaroid (989 Polaroid)								I
cameras Land								
model 320		383	1ea	205	5ea	780	0	
330		481	3ea	258	1ea	980	0	
340		579	6ea	310	9ea	1180	0	
350		874	2ea	468	9ea	1780	0	
3000		160	2ea	85	11ea	299	6	
Colorpack II		213	5ea	114	5ea	399	0	
Colorpack III		245	6ea	131	8ea	459	0	
Swinger II		74	7ea	40	0ea	139	6	
cases 321		20	1ea	10	9ea	37	6	
322A		73	8ea	39	6ea	150	0	
324A		112	11ea	60	7ea	230	0	
328		135	1ea	72	5ea	275	0	
films type 20C		9	9ea	2	7ea	14	6	
107		13	3ea	3	7ea	19	9	
108		26	9ea	7	2ea	39	9	
42		17	6ea	4	8ea	26	0	
47		19	6ea	5	3ea	29	0	
accessories								
cable release	191	23	2ea	12	5ea	47	2	
close-up kit	583	106	5ea	57	1ea	216	8	
	583A	106	5ea	57	1ea	216	8	
	593	118	9ea	63	8ea	241	9	
development timer		29	0ea	15	6ea	59	0	
exposure meter	628	120	1ea	64	5ea	244	7	
filter cloud	516	61	11ea	34	2ea	126	0	
u.v.	585	40	1ea	21	6ea	81	8	
filter & lens shade								
kit	595	73	8ea	39	6ea	150	0	
flashguns	259	8	0ea	4	3ea	14	11	
	268	36	10ea	19	9ea	75	0	
	280	85	11ea	46	1ea	175	0	
picture album	519	33	4ea	17	11ea	67	11	
	520	30	0ea	16	1ea	61	1	
portrait kit	581	106	5ea	57	1ea	216	8	
	581A	106	5ea	57	1ea	216	8	
	591	118	9ea	63	8ea	241	9	
self timer	192	48	2ea	25	10ea	98	1	
tripod adaptor	194	5	2ea	2	9ea	10	6	
Ponds (256 CPL)								
talcum Dreamflower								
	100g	25	3	13	11	3	11	
	160g	38	1	20	11	5	11	
old packs		—	—	—	—	—	—	D
Portyn (938 PD)								
Templets packs of 15		—	—	—	—	—	—	D
Potter & Moore (994 P & M)								
lavender								
bath cubes	60	35	4	18	11	6	0	
dusting powder	62	122	6	65	8	21	6	
soap toilet (3)	59	68	0	24	4	10	6	
bath (3)	61	96	0	34	4	16	0	
perfume	52	50	0	26	10	8	6	
	53	61	0	32	9	10	6	
	54	180	0	55	3	17	6	
	55	152	0	81	6	30	0	
solid	56	43	0	23	11	7	6	
talcum	57	43	0	23	11	7	6	
Pour un Homme (1071 Robins) existing entry								D
Pour un Homme (1071 Robins)								I
after shave	60	11	0ea	6	1ea	22	0	
	120	16	0ea	8	10ea	33	0	
	170	21	0ea	11	7ea	45	0	
Cologne	60	13	0ea	7	2ea	26	0	
	120	21	0ea	11	7ea	45	0	
	170	27	0ea	14	10ea	57	0	
	240	36	0ea	19	10ea	75	0	
	400	53	0ea	29	2ea	110	0	
	720	86	0ea	47	4ea	180	0	
atomiser	120	31	0ea	17	1ea	65	0	
talcum		9	0ea	5	0ea	19	6	
Prednelan (518 Glaxo) T5								D
tablets 1mg								D
Prednisolone (938 PD)								D
tablets 5mg	100							D
Prednisone (938 PD)								D
tablets 5mg	100							D
Primitif (813 MF)								
eau de toilette aerosol		92	0	50	7	15	6	
Privine (262 CIBA)								
solution 1/1000 4oz								D
Pro (721 LC)								
toothbrush short or long head		22	0	—	—	2	9	
Proctoids (1352 Wyeth)								D
Prom (1242 Toni)								
home permanent large	61	2	33	8	—	9	10	
small	40	11	22	6	—	6	7	
roller perm complete	80	10	44	5 1/2	—	13	0	
without rollers	48	8	26	9	—	7	10	
Proteinail (1412 Jackel)								
tube 1 1/2oz		—	—	—	—	9	11	
bottle 3oz		—	—	—	—	15	0	
Proteiset (1412 Jackel)								
styling lotion	46	6	25	7	—	7	11	
Prothiaden (324 Crookes) †54B								
Pru-Sen (232 Carter)								
children's laxative	11	0	4	0	—	1	10	
Puritabs (705 Kirby)								
water purifying tablets		36	0	—	—	5	0	
Pycamisan (1154 5NP) T5								
PH cachets	100	22	10ea	—	—	34	3	
	500	91	2ea	—	—	136	9	
	100	24	7ea	—	—	36	10	



	Trade	Tax	Retail
chachets 100	24 3ea	—	36 4
chachets 500	109 2ea	—	163 9
chachets 100	25 6ea	—	38 3
chachets 240	51 7ea	—	77 4
chachets 480	96 0ea	—	144 0
six (1154 5NP) T5	—	—	—
nets 180	51 7ea	—	77 4
360	96 0ea	—	144 0
ide (1154 5NP) T5	—	—	—
lets 50mg 100	2 8ea	—	4 0
500	10 10ea	—	16 3
1000	17 8ea	—	26 6
0mg 100	4 2ea	—	6 3
500	16 9ea	—	25 2
ts (1568 Trentham)	—	—	—
distributors 372 De Witt)	—	—	—
children's throat	—	—	—
enges 15	20 0	—	2 6
k (1508 Jobling)	—	—	—
y set 147	0 13 0	18 7	
ding bottle 4oz	19 0	—	2 3
8oz	21 0	—	2 6
de mouth 8oz	35 8	—	4 3
asuring jug 1 pt	50 5	7 0	6 7
1 pt	67 2	9 0	8 9
kies (451 F&J)	—	—	—
n cream	—	—	—
ocarbene (346 Dales)	—	—	—
24	55 0	20 2	8 7
hets 100g	55 0	20 2	8 7
nules 50	40 6	14 10	6 4
-tessen (70 AHF)	—	—	—
ir 300ml	220 0	—	27 6
h (103 Beecham) existing entry	—	—	—
h (103 Beecham)	—	—	—
nge, lemon, rasp-	—	—	—
rry, lemon/lime,	—	—	—
andarin, lemon barley,	—	—	—
ange/pineapple,	—	—	—
neapple/grapefruit	24 9	5 6	2 9
29 10	6 7	3 4	
an (1023 Radiol)	—	—	—
assage cream	—	—	—
standard	43 0	15 9	6 3
ol (1023 Radiol)	—	—	—
rm powder	—	—	—
(ascaris) 225g	130 0	—	15 0
(strongyles) 85g	50 0	—	6 0
420g	160 0	—	17 0
o-malt (179 BDH)	—	—	—
11b	52 0	—	5 9
21b	89 0	—	9 11
vapo (67 Ashe)	—	—	—
ndressing	—	—	—
lets 15	7 11	2 10	1 5
32	18 0	6 5	2 7
160	53 10	19 3	8 5
lo (333 Cupal)	—	—	—
st rub	16 6	5 5	2 11
ative tablets	20 6	6 9	3 2
th tincture†	13 9	4 6	2 1
rm elixir	18 0	—	2 9
ox (667 JCL)	—	—	—
vie projector	—	—	—
al 707	—	—	998 6
e (1036 R B & C) existing entry	—	—	—
e (1036 R B & C)	—	—	—
reptian salve	23 7	8 8	3 9
ian cerate	11 3	4 1	1 9
20 10	7 7	3 3	
al (525 Golden)†	—	—	—
r colourant	66 0	36 4	11 0
Ring (333 Cupal)	—	—	—
lie paste	17 4	5 8	2 8
cine (1410 Reducine)	—	—	—
cine (1410 Reducine)	—	—	—
orborant	120 0	44 0	18 8
226g	192 0	71 0	29 11
396g	55 0	21 0	8 7
42g	44 0	17 0	6 11
42g	84 0	31 0	13 1
170g	—	—	—
nt (774 LR) existing entry	—	—	—
nt (774 LR)	—	—	—
gercots	—	—	—
edium X200-706	—	—	—
100	7 10	—	—
(per 100)	—	—	—
arge X200-806	—	—	—
100	7 10	—	—
orted X200 906	—	—	—
10	11 1	—	—
(per 100)	—	—	—
100	7 10	—	—
(per 100)	—	—	—
ala (980 Photopia)	—	—	—
amera	—	—	—
lectronic 35	—	—	830 0
llets (333 Cupal)	—	—	—
ative tablets	—	—	—
altite	20 6	6 9	3 2
ns 11 3	3 9	1 10	
20 6	6 9	3 2	
etuss (1271 VP)†	—	—	—
kir 2 1/2oz	24 0	8 9	3 9
dp 8oz	48 0	—	—
dp 80oz	36 0ea	—	—
ington (1044 R)	—	—	—
vers F2	153 7ea	54 2ea	259 0
oria (1113 5 & B)	—	—	—
r colour restorative	165 8	83 9	26 0
on (1052 Revlon)	—	—	—
erna 27	—	—	—
ody lotion	—	—	117 0

	Trade	Tax	Retail
breast contour drops	—	—	99 0
foot spray	—	—	45 0
foot treatment cream	—	—	24 0
leg toning conditioner	—	—	35 0
pumice buffing cream	—	—	24 0
perfect make-up	—	—	168 0
perfect powder	—	—	84 0
matching compact	—	—	—
powder	—	—	45 0
Ribena (103 Beecham)	—	—	—
standard	37 9	7 5	4 4*
*Includes 4d for container.	—	—	—
Ricotiv (211 Butler) †	—	—	—
500ml	10 0ea	—	15 0
2l	34 0ea	—	51 0
Right Guard (514 Gillette)	—	—	—
deodorant roll-on	36 9	20 3	5 11
refill	30 7	16 10	4 11
Rinoxin (506 Gerhardt)	—	—	—
concentrate	4oz	52 0	6 6
11b	148 0	—	18 6
71b	73 4ea	—	110 0
281b	266 8ea	—	400 0
561b	523 4ea	—	785 0
readirix	11b	40 0	5 0
31b	80 0	—	11 0
71b	14 8ea	—	22 0
281b	48 0ea	—	72 0
561b	90 0ea	—	135 0
Robinsons (1449 R & CFD)	—	—	—
baby rice cereal	6oz	19 3	2 0
instant baby foods	13 9	—	1 6
mixed cereal	8oz	19 3	2 0
patent barley	8oz	19 3	2 0
ready cooked groats	8oz	19 3	2 0
triple pack	6oz	19 3	2 0
Roger & Gallet (1076 R & G)	—	—	—
bath cubes (6)	5 0ea	2 8ea	12 0
soap: guest size	—	—	—
assorted, carnation,	—	—	—
tea rose (6)	6 3ea	2 3ea	13 6
sandalwood (6)	6 9ea	2 6ea	15 0
talcum	5 6ea	3 0ea	13 6
men's range	—	—	—
after shave lotion	—	—	—
5067	7 6ea	4 0ea	18 0
5068	12 6ea	6 8ea	30 0
5062	8 3ea	4 6ea	20 0
5057	10 6ea	5 8ea	25 0
5058	16 9ea	9 0ea	40 0
Royal Sweden (1412 Jackel)	—	—	—
hair brushes ladies	—	—	—
1890; 1896; 1987;	—	—	—
15244; 15468; 15431;	—	—	—
15461	135 0	18 6 1/2	21 0
15471; 15472; 15473	289 3	39 9 1/2	45 0
501; 503	417 9	57 5 1/2	65 0
507	482 0	66 3 1/2	75 0
1984; 1988	—	—	—
hair brushes mens'	—	—	—
2059	135 0	18 6 1/2	21 0
2045	160 9	22 1 1/2	25 0
2060; 2059B	—	—	—
Rubis Pompadour (1407 Jaccaz)	—	—	—
nail polishing stone	58 0	31 10	10 4
Sal Antisepticus (800 TM) †	—	—	—
2oz	21 2	7 10	3 0
4oz	31 3	11 6	4 6
14oz	95 9	35 1	13 6
Salter (1095 Salter)	—	—	—
weighing machines	—	—	—
305	—	—	46 0
301	—	—	65 0
Sanatogen (1530 Fisons)	—	—	—
selected multivitamins	—	—	—
plus iron	30	60 6	7 6
60	112 8	—	14 0
Sanilav (671 Jeyes)	—	—	—
toilet cleaner	440g	17 9	1 11
770g	29 3	—	3 1
Sanoid (339 CG)	—	—	—
boil treatment	15 0	5 6	2 4
Sauna (957 Perl)	—	—	—
soap on a rope	60 0	21 0	9 6
Savlon (649 ICI)	—	—	—
antiseptic cream	15g	14 0	1 9
30g	23 0	—	2 9
60g	40 0	—	4 9
50g	19 0	7 0	3 0
24	18 0	6 7	3 0
20	—	—	—
Schacht (1220 CT)	—	—	—
spares	—	—	—
polythene bags,	—	—	—
ileostomy	100	16 0ea	20 0
colostomy	100	12 0ea	15 0
Scholl's (1108 5MC)	—	—	—
driving casuals	pr	39 3ea	5 5ea
foot beauty cream	—	—	—
aerosol	32 0	17 7	5 6
Scott's (1113 5 & B)	—	—	—
emulsion	8oz	44 1	14 9
16oz	74 9	25 0	10 7
Scrubbs (671 Jeyes)†	—	—	—
ammonia	540ml	21 9	2 4
Sebacien (369 DL)	—	—	—
(distributors 1545 Vestric)	—	—	—
dandruff treatment	55ml	44 0	5 6
old packs	—	—	—

		Trade	Tax	Retail
Secto (333 Cupal)				
aerosols				
ant killer household				
size		—	—	4 10
mothproof household				
size		—	—	4 10
superfast fly killer				
household size		—	—	4 10
wasp killer household				
size		—	—	4 10
Vap lantern		—	—	12 10
Sedaquin (1429 TL)†54B				
tablets 1000	106	0ea	—	159 0
forte 50	9	0ea	—	13 6
1000	135	0ea	—	—
Sedatussin (413 Lilly)				
450ml	6	3ea	2 4ea	11 9
2-25l	25	11ea	9 6ea	48 5
Seketicide (333 Cupal)				
insect repellent	18	0	5 11	3 2
Senokot (1037 Reckitt)				
granules 170g	70	9	—	8 5
syrup 150ml	41	4	—	5 2
tablets 50	26	8	—	3 2
100	45	6	—	5 5
200	70	9	—	8 5
Sensodyne (1178 Stafford)				
toothpaste 60g	34	3	12 7	5 3
Serenace (1121 Searle)†54B				
liquid 500ml	263	6ea	—	395 3
tablets 5mg 50	53	4ea	—	80 0
250	246	6ea	—	369 9
1000	924	8ea	—	1387 0
Sheen (923 OG)	17	5	9 7	3 0
Shloer (103 Beecham)				
liquid apples small	29	2	5 2	1 7*
	(2 doz)		(2 doz)	
large	35	5	7 10	4 2
	*Includes 3d for container.			
Shurzine (1133 Shurzine)				
ointment	24	0	—	3 0
Silcot (786 Macdonald)				
sanitary towels				
soluble size 1	6	13 7	—	1 5
	12	24 0	—	2 6
sanitary briefs				
Chic small	69	0	9 6	9 0
ex. large	75	0	10 4	9 9
Nordic small	62	0	8 6	8 3
ex. large	68	0	9 4	8 11
Princess small	65	0	8 11	8 6
ex. large	71	0	9 9	9 3
sanitary towels wool				
size 0	12	24 9	—	2 8
1	6	15 6	—	1 8
1	12	27 11	—	3 0
2	12	32 6	—	3 6
3	12	37 2	—	4 0
4	12	44 11	—	4 10
Silette (16 AGL)				
camera				
Sensor LK	—	—	—	739 0
Silsan (786 Macdonald)				
sanitary towels				
soluble size 1	6	13 7	—	1 5
	12	24 0	—	2 6
sanitary towels				
size 1	6	14 0	—	1 6
	12	24 2	—	2 7
2	12	28 1	—	3 0
Simpkin's (1141 Simpkin) existing entry (30)				
Simpkin's (1141 Simpkin)				
chocolate centred				
barley sugars	15	0	3 4	2 0
butterscotch chocolate	15	0	3 4	2 0
lime chocolate	15	0	3 4	2 0
mint chocolate	15	0	3 4	2 0
orange chocolate	15	0	3 4	2 0
glucose barley sugar				
sticks				
cherry	2	8	7	4
fruit	2	8	7	4
plain	2	8	7	4
glucose confections				
barley sugar plain	12	9	2 10	1 8
barley sugar fruits	12	9	2 10	1 8
bitter lemon drops	12	9	2 10	1 8
blackcurrant and				
liquorice	12	9	2 10	1 8
buttermints	12	9	2 10	1 8
butterscotch	12	9	2 10	1 8
clear mints	12	9	2 10	1 8
fruits-de-luxe	12	9	2 10	1 8
JuiCees black cherry	12	9	2 10	1 8
rose hip	12	9	2 10	1 8
blackcurrant	12	9	2 10	1 8
orange	12	9	2 10	1 8
JuiCets (1 gross)	31	6	6 11	4
lemon & honey	12	9	2 10	1 8
Mitchum mint creams	12	9	2 10	1 8
rum & butter	12	9	2 10	1 8
sherbert fruits	12	9	2 10	1 8
tangerine, lemon &				
grapefruit	12	9	2 10	1 8
treacle & liquorice	12	9	2 10	1 8
winter warmers				
(1 gross)	31	6	6 11	4
1/2 lb. tins				
assorted fruit drops	27	6	6 0	3 6
barley sugar drops	27	6	6 0	3 6
digestive mint drops	27	6	6 0	3 6



	Trade	Tax	Retail
JuiCees blackcurrant	27 6	6 0	3 6
orange	27 6	6 0	3 6
lemon acid drops	27 6	6 0	3 6
tangerine, lemon & grapefruit	27 6	6 0	3 6
medicated confections			
all four drops	3 4	1 3	9
anti cough drops	10 0	3 8	1 6
bronchial drops	3 4	1 3	9
children's cough drops	3 4	1 3	9
glucose winter candy	9 7	2 1	1 3
menthol & eucalyptus drops	10 0	3 8	1 6
T.C.L. drops	3 4	1 3	9
treacle cough drops	3 4	1 3	9
antiseptic throat pastilles	17 3	6 4	2 9
assorted fruit	9 4	2 1	1 3
catarrh	17 3	6 4	2 9
Dilly Duckling	17 3	6 4	2 9
extra strong cough	17 3	6 4	2 9
Gee's linctus B.P.C. †	16 9	—	2 0
glycerine & blackcurrant	19 3	4 3	2 9
glycerine, lemon & honey	19 3	4 3	2 9
glycerine of thymol	20 0	—	2 6
menthol bronchial	17 3	6 4	2 9
menthol & eucalyptol B.P.C.	20 0	—	2 6
mouth ulcer	20 0	7 4	3 0
sugarless fruit pastilles	20 9	4 7	2 9
roll packs			
blackcurrant fruit			
pastille	5 9	1 3	9
cough	3 10	1 5	7
glucose fruit pastille	5 9	1 3	9
glucose peppermint	3 9	10	6
Koala fruit	4 4	11	7
menthol & eucalyptus B.P.	8 0	—	1 0
Teddy cough pastille	5 0	1 10	9
sundries			
finest peppermints	3 7	9	1 6
glucose sulphur tablets	9 0	3 4	1 6
L.L.C. lozenges	6 3	—	9
2oz	12 0	—	1 6
Slack's (232 Carter)			
rheumatic tablets 40	1 10ea	8ea	3 6
Slimwheel (762 Limbex)			
exerciser	29 6ea	10 7ea	55 0
Sloans (721 LC)			
liniment	24 8	8 7	3 9
Smith Kendon (1152 SK)			
pastilles			
blackcurrant and glycerine	18 0	3 8	2 7
bronchial	17 0	5 9	2 7
eucalyptus and menthol	18 3	—	2 4
glycerin and thymol	18 3	—	2 4
honey, glycerin and lemon	18 0	3 8	2 7
red gum and menthol	17 0	5 9	2 7
Snowfire (1038 R & C)			
healing tablets	10 10	4 0	1 6
vanishing cream	—	—	—
Sodium-lactate (413 Lilly)			
solution ampoules			
dp25	399 11ea	—	599 10
Softa Skin (669 Sorelle)			
bath additive	75 8	41 7	12 11
Sombrero (532 Goya)			
cream tube	29 5	16 2	5 0
Soneryl (971 PSMB) †sls4A			
tablets			
25	16 0	—	2 0
100	40 0	—	5 0
500	12 6ea	—	18 9
5000	120 0ea	—	180 0
Sonki (713 KH)			
Anita de-luxe	—	—	336 0
Sooth-Tan (333 Cupal)			
cream	30 0	17 10	5 0
oil	23 1	11 5	4 2
Soyol (235 Carteret)			
liquid	40 0	14 8	5 10
tablets	12 21 2	7 9	3 0
24	38 5	14 1	5 7
50	52 0	19 1	7 7
Sparklets (183 BOC)			
syrhons			
Ambassador	115 5ea	15 10ea	189 0
Executive	85 8ea	11 11ea	126 0
President	320 7ea	44 1ea	525 0
Spasmenin (1271 VP)			
4oz	30 6	11 3	4 9
Spillers (1172 Spillers)			
mixed ovals	81 0	17 9	9 8
Kenno biscuits	26 9ea	5 10ea	38 0
Saval	85 3	18 6	10 3
Shapes	81 0	17 9	9 8
Winalot meal	81 0	17 9	9 8
Sporodyl (295 CM&R)			
Spruce (S14 Gillette)			
shave cream lather aerosol			
talcum			
Sta-blond (1113 S & B)			
shampoo	7 1	2 4	1 0
bottle 80cc	28 3	9 6	4 0
Star Dust (1407 Jaccaz)			
nail polishing cream	14 0ea	7 8ea	28 9

	Trade	Tax	Retail
Steedmans (1113 S & B)			
nappy cream 5Sg	36 0	—	4 0
soothing powders (9)	17 1	5 9	2 5
teething jelly	24 1	8 1	3 5
Steiner (1188 Steiner)			
synthetic wig shampoo	37 0	—	4 6
Steradent (1037 Reckitt)			
powder small	15 6	5 3½	2 2
tablets	17 1	5 9½	2 5
Stimplete (1352 Wyeth)			
elixir 1200 ml			D
Stress (978 PYP)			
powder			
3oz	23 0	—	2 10
10oz	53 0	—	6 7
4lb	24 0ea	—	32 0
7lb	36 0ea	—	48 0
14lb	60 0ea	—	80 0
Strix (859 Moore)			
Strix (878 Napp)			D
Suleo (671 Jeyes)			I
emulsion 80ml	18 6	6 9	2 9
shampoo 80ml	22 9	8 4	3 5
Suncal (232 Carter)			
calamine cream 56g	1 10ea	8ea	3 6
Supasac (1524 WLL)			I
tablets			
100	6 0	—	1 0
500	18 0	—	3 0
1000	30 0	—	5 0
Supersoft (1038 R & C)			
bubble bath bottle	19 5	7 2	2 9
hair spray	36 4	20 0	5 9
economy	44 7	24 7	7 0
hair toner super	76 5	42 1	12 0
hair toner sachet	6 5	3 6	1 0
hand cream	15 11	8 9	2 6
talcum	28 2	15 6	4 5
waveset	15 11	8 9	2 6
Supracort (930 P & P) †S4B			
ampoules 1 ml packs of 12 and 50	—	—	D
Swarfega (362 Deb)			
hand cleanser			
8oz	20 3	—	2 3
11b	33 9	—	3 9
36oz	50 0	—	5 6
Sweet Sue (1412 Jackel)			
talc mist	32 3	17 8½	5 6
Tace (838 Merrell)			
tablets pack of 100	—	—	D
Taka-Diastase (938 PD)			
liquid 125ml			D
Tame (1242 Toni)			
creme rinse			
60g	23 4	12 10	3 9
112g	37 3	20 6	6 0
2oz & 4oz	—	—	D
Tarcortin (1178 Stafford) TS			
cream 30g	69 5	25 8	10 10
Taxico (232 Carter)			
dandelion coffee			
4oz	2 8ea	—	3 6
8oz	5 2ea	—	6 6
12oz	7 0ea	—	9 0
Taylor's Seven Oils (110 B)			
100cc	27 0	9 11	4 0
200cc	41 0	15 0½	6 3
T.C.P. (1552 UL)			
antiseptic			
2oz	17 0½	6 3	2 5
8oz	35 3½	12 11½	5 0
Tenuate (838 Merrell)			
tablets pack of 500	—	—	D
Terramycin (969 Pfizer)			
animal formulas TSVPO			
antibiotic feeds			
Supplets 50lb	100 0ea	—	120 0
injection with lignocaine			
40ml	14 11ea	—	22 4
100ml	35 0ea	—	52 6
paediatric drops			
10ml	3 7ea	—	5 5
100ml	7 2ea	—	10 9
syrup	34 11ea	—	52 5
tablets 100mg	100	—	—
topical ointment			
15g	2 3ea	—	3 5
25g	3 5ea	—	5 2
Tes-Tape (413 Lilly)			
dp 100cm	8 3ea	—	12 4
Test Sixty (67 Ashe)†			
87 0	21 9	12 5	—
Theogardenal (971 PSMB) †sls4A			
tablets			
100	84 0	—	10 6
500	30 10ea	—	46 3
Therapas (1154 SNP)			
cachets	100	22 10ea	34 3
powder	100g	12 7ea	18 10
powders 3.5g	100	51 7ea	77 4
500	—	—	D
Therazid (1154 SNP) TS			
cachets	100	23 5ea	35 2
powders	100	49 2ea	73 9
500	232 2ea	—	348 3
100	55 2ea	—	92 9
forte	—	—	—
Thermogene (1073 Robinson)			
wool			
small	21 0	7 8	3 2
large	34 6	12 8	5 4
Therm-Lin (232 Carter)			
liniment	2 4ea	10ea	4 6
Thermos (1226 Thermos)			
vacuum flask 16QHT	—	—	19 11
stainless steel	226	—	232 0
246	—	—	268 7
Therm-O-Wool (232 Carter)			
small	1 7ea	7ea	3 0
large	2 7ea	11ea	4 7

	Trade	Tax	Retail
Thiamoplex (930 P & B)			
ampoules 1 ml pack of 6	—	—	—
tablets 1000	17 6ea	—	—
tablets forte all sizes	—	—	—
Three-B (930 P & B)			
tablets 1000	144 0	—	—
500	—	—	—
Tibs (143 BM)			
ear capsules	26 0	9 6½	3 8
green dry cleaner	17 9	6 6	2 6
roundworm tablets	18 0	—	2 0
tablets for cats	10 11	—	1 2
26 6	—	—	2 10
45 3	—	—	4 10
18 0	—	—	2 0
tapeworm tablets	60 0	33 0	10 0
Tintette (525 Golden)			
Tomme Tippee (1412 Jackel)			
baby care sets TGS1	201 6	27 8½	27 6
TGS2	106 3	14 7½	14 6
baby cup with 2 lids	62 6	8 7½	8 6
baby cup with angled handles	69 8	9 7	9 6
baby sponge	13 0	4 9½	2 0
blanket clips	47 8	6 6½	6 6
cup and single hot plate set	143 0	19 8	19 6
face cloth	36 0	4 11½	4 11
feeding aprons	36 0	—	4 6
hot plate single	72 8	10 0	9 11
double	102 0	14 0½	13 11
meal time bile set	52 0	—	6 6
mug and dish set	69 8	9 7	9 6
mug with training lid	33 0	4 6½	4 6
saddle potty	132 0	—	16 6
junior	64 0	—	8 0
three piece feeding set	183 3	25 4½	25 0
toothie teethers	28 0	—	3 6
vacuum feeding flask	216 0	29 8½	29 6
Toni (1242 Toni)			
casual hair colour	62 1	34 2	10 0
hair lightener	62 1	34 2	10 0
home permanent regular, super and gentle	73 6	40 5	11 10
tip	48 8	26 9	7 10
spin curlers			
regular, midget (12)	27 4	10 0	4 0
Softspin (9)	36 5	13 4	4 0
creme hair lightener	—	—	—
Tonrinz (1038 R & C)			
hair colour rinse	6 5	3 6	1 0
Toracsol (1244 TLL)			
solution 56ml	96 0	—	12 0
Torbet (1244 TLL)			
lactic oats	20 0	7 4	2 10
44 0	16 3	—	6 3
Torbetol (1244 TLL)			
30ml	56 0	—	7 0
Tosca (1141 Simpkin)			
liquorice sticks 25g	—	—	10
Totavit (333 Cupal)			
multivitamin capsules			
30	46 6	—	5 9
Touch and Glow (1052 Revlon)			
compact	—	—	25 0
Trabvac (969 Pfizer)			
poultry vaccine 50ml	—	—	—
Transpulmin (221 Camden) †			
Trasacor (262 CIBA)			
ampoules 2mg	5	16 0ea	5 10½ea
tablets 20mg	100	32 0ea	11 9ea
500	148 0ea	54 3ea	222 0
40mg	500	52 0ea	19 1ea
Trend (1467 Trend)			
eyelashes	55 6	30 6	9 11
Tri-Adcortyl (1176 Squibb) TS			
cream 30g	26 6ea	—	39 9
Trimetts (1552 UL)			
biscuits	39 9	—	4 5
choc. fingers	23 3	5 1½	3 0
wafers	45 0	—	5 0
Trinol (1429 TL)†S4B			
tablets 2mg	1000	39 6ea	59 3
5mg	1000	78 10ea	118 3
Triogiesic (1303 Wander) †S7			
tablets	30	56 0	7 0
Triotussic (1303 Wander)			
suspension 500ml	23 6ea	—	35 3
tablets	50	72 0	9 0
250	27 6ea	—	41 3
Trufood (1249 Trufood)			
Follow On	16oz	64 10	6 9
half cream	16oz	62 4	6 6
humanised	15oz	64 10	6 9
junior foods	13 7	—	1 5
junior cereal	—	—	—
Trusts (103 Beecham)			
dog or cat tablets	28 0	6 2	7
(6 doz)	—	(6 doz)	—
Tuamine sulphate (413 Lilly)			
solution 1% 15ml	2 8ea	—	4 0
Tubelettes (S00TM)			
31 9	11 8	—	4 6
Tubipads (1127 Seton) existing entry			
Tubipads (1127 Seton)			
(distributors 93 BJ)			
for heels and elbows			
small	P4	5 3ea	—
medium	P4X	5 9ea	—
large	P5	6 3ea	—



	Trade	Tax	Retail
belts small.			
ium or large P9	28	0ea	—
(252 Chelspa)			
us †DDI	4oz	37 6	13 9
	40oz	27 9ea	10 2ea
	80oz	51 9ea	19 0ea
	18	18 6	6 9
	100	79 6	29 0
33 Cupal)			
h drops	12	7	4 2
ane (333 Cupal)†	18	3	—
ptic lozenges			
ox (1261 Ucal)	45	36 9	—
ach tablets			
261 Ucal) existing entry			
1261 Ucal)			
ptic healing			
ment	20	6	7 6
ptic universal			
am	24	0	—
cream	22	6	8 3
powder	18	0	6 7
um	100cc	15	0
um &			
tharides	4oz	16	0
er cream	19	6	7 2
d purifier	6oz	21	0
	16oz	36 9	13 6
chial catarrh syrup†			
	4oz	22	6
	8oz	32	9
chial lozenges	18	0	6 7
dressing	25g	24	0
lain paint	17	0	5 3
ren's aspirin soluble			
	50	14	9
ie paste	2oz	22	6
anion and quinine			
	2oz	22	0
	8oz	68	6
h mixtures			
ours †	3oz	18	0
ren's cherry bark †			
	50cc	15	0
	100cc	24	0
lt's cherry cough †			
	4oz	24	0
ior linctus	2½oz	19	6
	5oz	29	6
edy cough	2½oz	20	0
	5oz	31	0
rhoea mixture	4oz	20	0
rops golden	20	0	7 4
raction	4oz	23	0
act of malt	11b	47	9
h c.l.o.	21b	84	9
	11b	48	6
	21b	85	9
ointment †	12	0	4 5
urings synthetic			
	17	0	—
colourings			
thetic	1½oz	15	6
er's earth cream	22	6	8 3
	1½oz	15	0
le, astringent rose	50g	13	9
	6oz	17	0
's linctus BPC			
DDI	100cc	16	0
	200cc	26	0
erade concentrate	18	6	4 1
erine suppositories			
ant's	12	19	0
ldren's	12	24	0
lts	12	30	0
an Brandee	2oz	17	6
	4oz	24	6
gestion lozenges			
	44	18	0
enza mixture red	200cc	24	9
sed throat lozenges			
	24	12	0
	48	18	0
and yeast tonic			
lets	100	24	9
per beans	25	14	6
C. lozenges	1½oz	8	0
thol & wintergreen			
am	1oz	20	9
ery powder	100g	18	0
ment	1oz	22	6
e oil	2½oz	16	0
	5oz	26	6
	10oz	47	0
	20oz	85	0
lles			
arrh	2oz	21	0
e's linctus †DDI			
	2oz	19	6
cerine, lemon &			
ney	2oz	19	0
cerine thymol			
ompound	2oz	19	0
permint oil			
ution	1oz	12	0
	25cc	16	9
ointment †			
disinfectant	Poz	17	0
	16oz	26	6

	Trade	Tax	Retail
raspberry vinegar	75cc	16	0
	150cc	24	0
and olive oil	75cc	16	9
	5oz	28	0
sulphur and lime			
lozenges	2oz	10	6
sulphur tablets orange			
flavour	7	0	2 7
toothache drops	2dr	19	6
wart paint	1oz	18	0
worm syrup	2oz	24	0
Ultralanum (1479 5CL) T5			
ointment	300g	130	2ea
plain	300g	124	2ea
Ultraproct (1479 5CL) T5			
Ung. betulae virid c sinapis (211 Butler)			
Ung. betula & mustard green (211 Butler)			
	500g	10	0ea
Ung. sedativum (211 Butler)			
Unimycin (1367 Unigreg) T5			
capsules 250mg	100	15	0ea
	500	72	0ea
tablets 250mg	100	13	0ea
	500	62	0ea
Valderma (1038 R & C)			
antiseptic balm	tube	29	6
	4oz	40	7
	1oz	31	9
	2oz	45	0
	4oz	58	6
shaving cream			
stick	25	7	9 5
soap toilet	14	3	5 3
bath	12	11	4 9
talcum powder	21	1	7 9
Valentine's (33 JA)			
meat juice extract	22	4	12 3
Valet (514 Gillette)			
blades	(10)	25	1
	(10 pkts)	(10 pkts)	9 3
Val Pak (1038 R & C)			
face pack	sachet	12	2
	tube	24	0
		32	4
Valpeda (1038 R & C)			
foot balm	32	7	—
Valtresol (211 Butler)			
	2l	10	0ea
Variban (339 CG)			
elastic adhesive bandage			
1in x 3yd	28	11	—
2in x 3yd	48	6	—
2½in x 3yd	59	4	—
3in x 3yd	70	4	—
4in x 3yd	90	6	—
Veet 'O' (1038 R & C)			
hair removing cream	27	4	15 0
	36	3	19 11
	50	0	27 6
	50	6	27 9
lotion			
Ventolin (34 A & H) †54B			
Vetzyme (978 PYP)			
tablets	60	16	9
	120	28	9
	600	84	0
	2000	22	6ea
	5000	45	0ea
	10000	78	0ea
Vibra (721 LC) existing entry			
Vibra (721 LC)			
tonic bath	21	6	11 3
Vince (721 LC)			
powder	2oz	28	2
Viritec (1271 VP)			
	4oz	30	6
	dp 8oz	45	0
	dp 80oz	30	0ea
Vioform (262 CIBA)			
cream	11b		
Viormone (930 P & B) †54B			
ampoules			
5mg/1ml	6	54	0
10mg/1ml	6	60	0
50mg/1ml	6	90	0
tablets 5mg	100	84	0
	100	108	0
	25mg	100	240 0
	50mg	25	120 0
	100	—	—
Vitalising (1286 VGC)			
(distributors 1141 Simpkin)			
glucose tablets	rolls	8	5
Vitaplus (34 A & H)			
tablets	30	56	0
	60	104	0
Vita-Six (930 P & B)			
capsules	1000	24	0ea
Vitathone (333 Cupal)			
chilblain cream†	27	9	9 2
tablets	33	9	—
Vykmin (1113 5 & B)			
capsules	46	6	—
	84	9	—
	153	0	—
Wander (1303 Wander)			
diabetic chocolate drink			
	1lb	33	9
	11b	58	6
diabetic chocolate			
plain	2½oz	19	4
nut	2½oz	19	4

	Trade	Tax	Retail
milk	2½oz	19	4
milk assortment	1lb	34	10
bars: plain mint,			
coffee milk, orange			
milk	1oz	9	1
Warricks (1333 WL)			
suppositories			
adult's	23	0	—
child's	21	0	—
infant's	19	0	—
Wate-on (366 Dendron)			
emulsion regular	16oz	163	6
super	16oz	210	6
tablets regular	96	163	6
super	96	210	6
Waterbury's (721 LC)			
compound	16oz	70	8
Wellcom (208 BW)			
influenza split virus			
vaccine (inactivated)			
deoxycholate treated			
bivalent	1ml	12	0ea
	10ml	100	0ea
Wellidorm (1154 SNP) †54B			
elixir	150ml	5	9ea
	500ml	14	9ea
tablets 650mg	50	7	0ea
	250	26	3ea
paediatric	25	2	9ea
	500	17	6ea
White Cross (338 Cussons)			
baby powder	13	9	4 7½
	23	8	7 11½
White Fire (544 Grossmith)			
Wild Fern (1355 Yardley)			
soap	23	0	8 5
Wintogeno (800 TM)			
	31	9	11 8
Woman's World (388 Dreston)			
cleansing cream	112cc	35	0
colour shampoo	230cc	35	0
facial moisture cream			
	112cc	32	0
hair conditioner	53g	44	0
hair shampoo	230cc	30	0
hand lotion	112cc	32	0
moisture base	53g	44	0
perfume purser	5cc	63	0
rich skin food	53g	44	0
splash Cologne	108cc	75	0
Woodwards (1346 Woodward's)			
gripe water	27	7	10 1
Woolulose (339 CG)			
household wool	18	0	—
Wright's (1351 WLU)			
fix wig & hair piece			
cleaner	53	0	—
Xylocard (68 Astra)			
solution 2%			
disposable syringe	5ml	32	6ea
solution 10%			
disposable syringe	5ml	80	0ea
Yashica (1268 V & C)			
cameras			
Electro M5			999 5
case			99 0
Electro 35G			1300 3
case			98 0
Electro 35GT			1598 6
Yaxa (366 Dendron)			
aerosol	48	3	25 3
Cologne No.1	51	10	27 1
refill	48	3	25 3
luxury spray	36	11	19 4
refill	29	9	15 7
roll-on	42	1	22 0
refill	36	0	18 9
Zincaps (1429 TL)			
ampoules 220mg	500	35	0ea
	1000	68	0ea
Zemol (978 PYP)			
ear drops	1oz	26	0
ointment	1oz	18	0
	4oz	53	0
	10oz	8 10ea	3 2ea
powder	1oz	21	0
	8oz	—	—

## AMENDMENTS AND ADDITIONS TO KEY TO SUPPLIERS

25 A5=Albion Soap Co. Ltd, 30 Thames Street, Hampton-on-Thames, Middlesex. 01-979 0171.  
33 JA=Joseph Allen, c/o 12 Park Hill, Bury Old Road, Prestwich, Manchester. 061-740 3438.  
70 AHF=Associated Health Foods Ltd, Alfonsal House, Oyster Lane, Byfleet, Surrey. Byfleet 44402.  
171 BLL=Bristol Laboratories Ltd, Stamford House, Station Road, Langley, Bucks. Slough 44511.  
368 DHP=Dental Health Promotion, 104a Cheyne Walk, London, S.W.10. 01-351 0326.  
414 Elliman=Elliman & Co Ltd, 5t. Helens, Lancs. 0744-27461.  
519 Global=Global Pharmaceuticals Ltd, 62 Kenilworth Road, Edgware, Middlesex. 01-958 5476.



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671 Jeyes=Jeyes UK Ltd, Brunel Way, Thetford, Norfolk. Thetford 4567.  
703 KI=Knightsbridge Importers Ltd, Kynance Place, Gloucester Road, London, S.W.7. 01-504 8741.  
759 L & 8=Life and Beauty Ltd, Locking, Weston-super-Mare. 0934-28151.  
762 Limbex=Limbex Ltd, 124 Barby Road, London, W.10. 01-996 9471.  
800 TM=Thomas Marns & Co, Brookside Avenue, Rustington, Sussex. Rustington 3237.  
826 Medex=Medexport Ltd, Du Barry House, James Street, London, W.1. 01-935 3711.  
905 Nutrikem=Nutrikem Ltd, Dalton, Thirsk Yorkshire. Topcliffe 392.  
935 Papier=Papier Poudre Ltd, 15 Oxford Circus Avenue, London, W.1. 01-437 2661.  
983 Pifco=Pifco Ltd, Princess Street, Failsworth, Manchester M35 0HS. 061-681 8321.  
1095 Salter=Salter Housewares Ltd, Llanelli, Carmarthenshire, Llanelli 2211.  
1206 SC=Swandown Cosmetics Ltd, 474a Holloway Road, London, N.7. 01-272 8102.

1237 Tillotr=Tillotts Laboratories, 44 Lupus Street, London, S.W.1. 01-28 3641.  
1305 W8=WB Pharmaceuticals Ltd., Fulton House, Empire Way, Wembley, Middlesex. 01-902 8686.  
1311 Warth=Warth of Chatteris, 8ush House, Bush Fair, Harlow, Essex. 027 96 22231.  
1446 Pearmoss=Pearmoss Ltd, 20 Wallington Square, Wallington, Surrey. 01-669 3195.  
1487 Juvena=Juvena (Great Britain) Ltd, 1 Berkeley Square, London, W.1. 01-629 0368.  
1506 Mennen=Mennen UK Ltd, Mennen House, Marlowe, Bucks. Marlowe 6565.  
1515 EML=Europa Merchants Ltd, 6 Old Bond Street London, W.1X 3TA. 01-493 4654.  
1517 Nella=Nella Products, 99 Wales Road, Kiveton, Sheffield.  
1524 WLL=Wallis Laboratory Ltd, New Hartford House, St. Albans Road, Watford, Herts. Watford 41891.  
1530 Fisons=Fisons Ltd, Pharmaceutical Division, 12 Derby Road, Loughborough, Leics. Loughborough 3113.  
1561 MD=Michael Denham Ltd, North Lane, Aldershot, Hants. 0252-24373.

## THIS WEEK'S CHANGES

	Trade	Tax	Retail
<b>Alberto-Culver (1437 ACC)</b>			
Get Set shampoo			
495cc	57 10	21 2	9 0 ●
<b>Anaroids (1091 Rybar)</b>			
suppositories	12 36 0	13 3	5 8 A
dp96	20 0ea	—	—
<b>Bourrasque (933 PLG) existing entry</b>			D
<b>Bourrasque (933 PLG)</b>			I
parfum de toilette			
15cc	—	—	19 6
63	—	—	37 6
64	—	—	63 0
65	—	—	94 6
66	—	—	147 0
atomiser	90cc	—	152 0
refill	90cc	—	75 0
perfume			
trial	1cc	—	10 6
48	3-5cc	—	37 6
49	7cc	—	63 0
50	10cc	—	94 6
51	15cc	—	115 6
52	30cc	—	189 0
<b>Broxojet (713 KH)</b>			●
dental spray	—	—	378 0
<b>Brumes (933 PLG) existing entry</b>			D
<b>Brumes (933 PLG)</b>			
parfum de toilette			
15cc	—	—	19 6
50cc	—	—	37 6
100cc	—	—	63 0
200cc	—	—	94 6
400cc	—	—	147 0
perfume			
trial	1cc	—	10 6
3-5cc	—	—	37 6
7cc	—	—	63 0
10cc	—	—	94 6
15cc	—	—	115 6
30cc	—	—	189 0
<b>Buttercup (430 Eucryl)</b>			
baby cough linctus	14 0	5 1½	2 1 ●
<b>Calcidrine (2 Abbott) †s4A</b>			
syrup	150ml 4 2ea	—	6 3 ●
2-25l	49 4ea	—	74 0
4oz & 8oz	—	—	— D
<b>Caldecium (695 TK)</b>	33 0	—	4 0 A
<b>Candeptin (972 Pharmax) TS</b>			
vaginal ointment	2x75g 24 0ea	—	36 0 I
<b>Candeptin 'N' (972 Pharmax)</b>			D
<b>Ceporex (518 Glaxo) TS</b>			
syrup	500mg/5ml 100ml 147 6ea	—	221 3 ●
<b>Cold Discs (312 AC)</b>	12 21 6	—	3 0 R
<b>Corimist (1111 Corional) existing entry</b>			D
<b>Corimist (1111 Corional)</b>			I
conditioner	sachet 20 0 (3 doz)	11 0 (3 doz)	1 2
bottle 85cc	40 0	22 0	6 10
hair spray	170g 62 0	34 1	10 9
quick set with rollers	130g 76 0	41 9½	13 0

	Trade	Tax	Retail
setting lotion	11 6	6 4	2 0
shampoo	sachet 19 6	7 2	1 0
tube 70cc	32 0	11 9	4 11
spray tonic	100g 65 0	35 9	11 3
<b>Creme Puff (813 MF)</b>			
compact slim	46 0	24 0	7 9 A
refill	41 4	21 7	7 0
<b>Cussons (338 Cussons)</b>			
beauty soap	4½oz 18 9	6 9½	2 6 ●
<b>Cytosar (1263 Upjohn)</b>			●
freeze-dried powder	100mg with diluent 29 5ea	—	—
<b>Dexamed (830 Medo) †s48</b>			
tablets	1000 25 0ea	—	37 6 I
25	—	—	— D
<b>Dimetapp (1071 Robins)</b>			
tablets L.A.†	6 3 6ea	—	3 9 ●
<b>Diodoquin (1121 Searle)</b>			
tablets	500 —	—	— D
<b>Disipal (192 Brocades) †s48</b>			
ampoules 40mg/2ml 10	25 0ea	—	33 4 ●
<b>Elasto (887 New Era)</b>			
tablets	56 6 225 0	20 8 82 6	8 9 A 35 0
<b>Eucryl (430 Eucryl)</b>			
tooth powder plastic	box 20 0	7 4	3 0 ●
<b>Evan Williams (1188 Steiner)</b>			
wave set	21 0	11 6	3 6 A
hand cream	—	—	— D
<b>Eylure (443 Eylure)</b>			
brush-on make-up set	111 0	57 2	18 6 R
Facemaker kits	111 0	57 2	18 6
Model Eyes	111 0	57 2	18 6
<b>Fluoderm (179 8DH)</b>			D
<b>Folex (1091 Rybar)</b>			
tablets	50 47 0	—	5 11 R
<b>Fulcin (649 ICI) TS</b>			
suspension 125mg/5ml	100ml 8 3ea	—	11 0 ●
<b>Gynaflex (503 G)</b>			
applicators	5 27 9ea	—	— R
50	220 0ea	—	— A
<b>Harvester (211 Butler)</b>			
malt and oil	11b 37 6	—	—
21b	67 6	—	—
<b>Heinz (593 Heinz)</b>			
strained foods (all 5 to 9 case rate)			
all other varieties	can 4½oz 14 6	—	— D
(2 doz)	—	—	—
all other varieties	can 4½oz 15 6	—	— I
(2 doz)	—	—	—
all varieties jar 4½oz	17 8	—	— D
(2 doz)	—	—	—
all varieties jar 4½oz	19 4	—	— I
junior foods (all 5 to 9 case rate)			
all other varieties	can 4½oz 14 6	—	— D
(2 doz)	—	—	—

	Trade	Tax	Retail
all other varieties can 4½oz	15 6 (2 doz)	—	—
all varieties jar 6oz	21 0 (2 doz)	—	—
all varieties jar 6oz	22 6 (2 doz)	—	—
<b>Hi-Fi (813 MF)</b>			
fluid make-up tube	54 8 41 4	28 7 21 7	9 3 7 0
<b>Hymosa (887 New Era)</b>			
lotion large	87 10	48 4	15 0
<b>Influvac (1539 Duphar)</b>			
influenza virus vaccine			
ampoules 1 ml	12 0ea	—	—
syringe 1 ml	14 0ea	—	—
vial	100 0ea	—	—
100ml	900 0ea	—	—
<b>Insomnol (830 Medo) †s48</b>			
elixir 150ml	48 0	—	6 0
<b>Kerfoots (695 TK)</b>			
pastilles			
antiseptic throat	18 0	6 7	—
blackcurrant & glycerine	18 0	4 0½	—
bronchial	18 0	6 7	—
catarrh	18 0	6 7	—
cherry cough	18 0	6 7	—
friars balsam	18 0	6 7	—
Gee's linctus †DD1	18 0	—	—
glycerine of thymol	18 0	—	—
glycerine, lemon & honey	18 0	4 0½	—
menthol & eucalyptus	18 0	—	—
<b>Kerofil (695 TK)</b>			
lozenges	19 0	6 11½	3 0
<b>Kodak (711 Kodak)</b>			
Instamatic colour outfit	"33" 46 0ea "133" 78 2ea "233" 118 2ea "333" 243 8ea	25 4ea 38 10ea 60 10ea 129 7ea	94 2 155 2 238 9 500 5
flashcube holder	9 6ea	5 3ea	19 6
movie camera cases	72 0ea	39 7ea	150 4
black and white roll films			
Verichrome Pan	127 2 9ea 120 2 9ea 620 2 9ea 126-20 4 6ea 126-12 3 2ea 116 3 7ea 828 2 8ea	1 6ea 1 6ea 1 6ea 2 6ea 1 9ea 2 0ea 1 6ea	5 5 5 5 5 5 8 11 6 3 7 1 5 3
Panatomic-X	120 3 1ea	1 8ea	6 1
Tri-X Pan	120 3 1ea	1 8ea	6 1
Royal-X Pan	120 4 2ea	2 4ea	8 3
black and white miniature film			
Plus-X Pan	135-20 4 6ea 135-36 5 9ea 935 3 5ea 5 metres 9 1ea 17 metres 28 4ea	2 6ea 3 2ea 1 11ea 5 0ea 15 7ea	8 6 10 10 6 5 17 1 53 4
Tri-X Pan	135-20 4 6ea 135-36 5 9ea 935 3 5ea 5 metres 9 1ea 17 metres 28 4ea	2 6ea 3 2ea 1 11ea 5 0ea 15 7ea	8 6 10 10 6 5 17 1 53 4
Panatomic-X	135-36 5 9ea 935 3 5ea 17 metres 28 4ea	3 2ea 1 11ea 15 7ea	10 10 6 5 53 4
Colour roll films			
Kadacolor-X	127 5 3ea 120 5 3ea 620 5 3ea 828 4 7ea 126-12 6 0ea 126-20 7 3ea	2 11ea 2 11ea 2 11ea 2 6ea 3 4ea 4 0ea	9 4 9 4 9 4 8 3 10 8 12 11
<b>Ektachrome high speed</b>			
120	8 2ea	4 6ea	14 6
Ektachrome-X	127 5 11ea 120 5 11ea 620 5 11ea 126-20 9 4ea	3 3ea 3 3ea 3 3ea 5 2ea	10 6 10 6 10 6 16 7
<b>Kodachrome II</b>			
828-12P	11 6ea	2 10ea	16 9
colour miniature film			
Kodacolor-X	135-12 5 6ea 135-20 6 8ea 135-36 9 0ea	3 0ea 3 8ea 4 11ea	9 10 11 10 15 10
<b>Ektachrome high speed</b>			
20exp	11 7ea	6 4ea	20 7
<b>Ektachrome-X</b>			
135-20	9 4ea	5 2ea	16 7
135-36	13 2ea	7 3ea	23 5



	Trade	Tax	Retail
odachrome II			
135-20	16 8ea	4 11ea	25 3
135-36	23 11ea	6 10ea	36 2
odachrome-X			
135-20	16 8ea	4 11ea	25 3
135-36	23 11ea	6 10ea	36 2
126-20	16 8ea	4 11ea	25 3
ie films (double			
mm reversal)			
odachrome II			
25ft spool	19 6ea	7 2ea	30 11
25ft magazine	24 3ea	9 4ea	38 8
or 80lex H8 camera			
100ft	67 7ea	22 2ea	104 7
odachrome II Super 8			
artridge	23 0ea	9 1ea	37 3
ie films (16mm			
reversal)			
odachrome II			
50ft spool	32 7ea	12 9ea	52 0
50ft magazine	38 7ea	15 11ea	61 11
100ft spool	55 8ea	21 8ea	87 10
ner (749 Lechner)			
mera Klear			
ascara brush-on			6 9 ●
um (97 Bayer)			1 5
het	27 0	9 11	5 11
	(3doz)	(3doz)	
	38 0	13 11	
-Set (1188 Steiner)			
	37 6	20 7	6 3 1
s (810 Maw)			
rsery Sundries			
i-splash potty			
396.20/21	72 0	—	9 0
y bath mat 396.90	70 0	9 7½	9 6
y food and bath			
ermometer 397.30	101 0	8 1	12 8
y sponges 397.40	8 6	3 1½	1 4
ish & comb set			
396.10/11	41 0	15 0½	6 6
und decorated			
396.15	66 6	24 4½	10 6
ld's training seat			
396.40	100 0	—	12 6
ding beaker 396.45	25 0	3 5	3 6
ding set 396.30/31	53 0	7 3½	7 0
396.05/06	58 0	8 0	8 0
ep warm plate			
396.35	89 6	12 4	12 3
et'n tidy baby bag			
397.20	135 0	49 6	21 0
stic bib 397.60	12 0	—	1 6
stic overall feeder			
397.61	20 0	—	2 6
ty 8in 396.25/26	52 0	—	6 6
m nets 397.00	48 0	—	6 0
ry bibs 397.50	16 0	—	2 0
ry feeders 397.55	48 0	—	5 10
Factor (813 MF)			
sher sticks	58 8	30 8	9 11 A
ifornia bronze glosses	46 0	24 0	7 9
n sticks	46 0	24 0	7 9
liner shiny	58 8	30 8	9 11
shadow aquafactors	38 8	20 2	6 6
frosting	46 0	24 0	7 9
stick	46 0	24 0	7 9
amucil (1121 Searle)			
nder	54 0	20 0	8 5 ●
100g	11 10ea	4 5ea	22 2
400g	—	—	—
4oz & 16oz	—	—	—
ton (1518 Morton)			
est and lung drops			
1oz	32 0	11 9	4 7
50ml	57 0	20 11	8 2
drops	1oz	32 0	11 9
50ml	57 0	20 11	8 2
umatic drops	1oz	32 0	11 9
50ml	57 0	20 11	8 2
mach and liver			
ops	1oz	32 0	11 9
50ml	57 0	20 11	8 2
our restorer	1oz	32 0	11 9
50ml	57 0	20 11	8 2

	Trade	Tax	Retail
Mycil-A (179 8DH)			
New Dew (751 LL)			
bath essence 165cc	72 8	40 1	12 5 A
Neovit (1091 Rybar) existing entry			
Neovit (1091 Rybar)			
elixir 150ml	34 0	12 5	5 3
250ml	47 0	17 0	7 3
Nervatogen (1518 Morton)			
1oz	32 0	11 9	4 7
50ml	57 0	20 11	8 2
Nervone (887 New Era)			
tablets	56 6	20 8	8 9
	141 6	51 10	22 0
	225 0	82 6	35 0
New Era (887 New Era) existing entry			
New Era (887 New Era)			
biochemic tissue salts			
tablets 130	22 4	8 2	3 6
480	56 6	20 8	8 9
960	95 5	35 0	14 10
combination remedy			
130	25 8	9 5	4 0
480	78 1	28 7	12 2
travelling set light-			
weight	193 0	70 9	30 0
de luxe	270 0	99 0	42 0
'Schuessler cabinet'	605 0	170 6	90 0
Orlane (1145 Sirex)			
mascara roll-on 620	—	—	28 6 C
Panadol (97 Bayer)			
tablets 50	60 0	—	7 6 A
100	104 0	—	13 0
Pan-Stik (813 MF)	46 0	24 0	7 9 A
Pectomed (830 Medo)			
syrup 150ml	36 0	13 0	5 7 C
Photax (1268 V & C)			
viewer Solar 2	—	—	79 9 A
Quants (690 Keldon)			
witch hazel	16 8	6 0	2 7
Reflexa (713 KH)			
underblanket non-			
electric	—	—	159 6 ●
Rutonal (971 P5M8) †s4A			
tablets 200mg 100	10 8ea	—	16 0 C
Rybar (1091 Rybar)			
cold sore lotion tube	16 0	5 9	2 6 A
round worm remedy			
10 doses	20 0	—	2 6
50 doses	82 0	—	10 3
100 doses	153 0	—	19 0
Salimed (830 Medo) †s4A			
compound tablets 250	24 0ea	—	36 0 C
Sea Jade (1355 Yardley) existing entry			
Sea Jade (1355 Yardley)			
bath foam	6 2ea	2 3ea	11 6
bath salt tablets	3 3ea	1 9½ea	6 9
Cologne	7 0ea	3 10ea	14 5
cream perfume	7 3ea	4 0ea	15 3
dusting powder	10 8ea	5 10½ea	22 0
hand cream	4 0ea	2 2½ea	8 3
mini-spray	6 9ea	3 8½ea	14 0
perfume	7 8ea	4 2½ea	15 10
soap toilet	2 1ea	9ea	3 7
guest	3 6ea	1 3½ea	6 0
talcum	3 4ea	1 10ea	6 11
Sebril (763 Linfield)			
dandruff treatment	52 0	19 0	8 0 A
shampoo	21 6	8 0	3 4
Sheer Genius (813 MF)			
powder cream tube	53 4	27 10	9 0 A
Sortilege (933 PLG) existing entry			
Sortilege (933 PLG)			
Cologne atomiser 50cc	—	—	25 0
hair spray 56g	—	—	10 6
parfum de toilette			
trial 8cc	—	—	10 6
62 15cc	—	—	19 6
63 50cc	—	—	37 6
64 100cc	—	—	63 0
65 200cc	—	—	94 6
66 400cc	—	—	147 0
34 aerosol de luxe	—	—	152 0
34R refill	—	—	75 0

	Trade	Tax	Retail
perfume			
47 1cc	—	—	10 6
48 3.5cc	—	—	37 6
49 7cc	—	—	63 0
50 10cc	—	—	94 6
51 15cc	—	—	115 6
52 30cc	—	—	189 0
53 60cc	—	—	336 0
54 120cc	—	—	525 0
55 240cc	—	—	945 0
de luxe 3.5cc	—	—	49 6
7cc	—	—	72 0
atomiser glass 10cc	—	—	63 0
de luxe 10cc	—	—	95 0
refill 10cc	—	—	81 6
Sozo (1518 Morton)			
ointment 1oz	24 0	8 9	3 3
2oz	44 0	16 2	5 11
Sparklets (183 BOC)			
ice bowl 54 8ea	7 6ea	89 6 ●	
Special for Gentlemen (933 PLG)			
15cc	—	—	19 6 C
Steiner (1188 Steiner)			
setting lotion	53 3	27 10	8 11 R
Sunsilk (412 Elida)			
hair spray ex. large	71 3	39 2	11 6 ●
Tampax (1211 Tampax)			
Regular 10	24 8	—	2 8
40	87 9	—	9 7
Super 10	27 5	—	3 0
40	96 11	—	10 7
Therasal (695 TK)			
50g	22 0	—	2 9 A
250g	66 0	—	8 3
Unican (1391 MH8)			
wines 9 7ea	—	—	14 6 C
Vallestril (1121 Searle) †s4B			
tablets 3mg 50	8 2ea	—	12 3 A
Vapex (695 TK)			
inhalant 24 0	8 9½	4 0 A	
inhaler 19 0	6 11½	3 0	
twin pack 36 0	13 3½	5 9	
medicated rub 19 0	6 11½	3 0 R	
pastilles 19 0	6 11½	3 0 A	
Whip (933 PLG) 15cc	—	—	19 6 C
Wright's (1351 WLU)			
vaporizer †	122 0	—	13 6 A
vaporizing blocks 14 0	—	—	1 6
Zief (887 New Era)			
tablets 78 1	28 7	12 2	
	190 10	69 11	29 8

# AMENDMENTS TO KEY TO SUPPLIERS

1518 Morton=Morton Manufacturing Co. (Wales),  
82 Queen's Road, Penarth, nr. Cardiff. Penarth 702085.

## Stop press

Femfresh (325 C-A)			
antiperspirant aerosol	50 6	27 9	7 11 ●
roll-on	37 9	20 9	5 11
aerosol gold 60g	41 6	22 10	6 6
	55 2	30 4	9 3 D
dry-spray aerosol 66g	—	—	— D
Hermesetas (325 C-A)			
tablets 650	58 6	—	6 6 ●
Lacto-Calamine (325 C-A)			
baby cream	—	—	— D
baby talcum	—	—	— D
talcum powder	—	—	— D
Sheffield Special (1141 Simpkin)			
razor blades	—	—	— ●
dispenser 5	35 0	tax pd.	2 6
	(20 pkts)		
Softan (325 C-A)			
sunscreen 35 2	19 4	6 0 ●	

## C&D RETAIL AND DISPENSING PRICE LIST Surgical Dressings

	Cost Price per doz.	Retail Price each
Dresses		
white open weave		
P.C.		
4yd		
1in	4 6	0 7
1½in	6 1	0 9
2in	7 7	0 11
2½in	9 1	1 2
3in	10 5	1 4
pepe B.P.C.		
yd stretched)		
2in	28 0	3 6
2½in	33 3	4 2
3in	39 2	4 11
3½in	46 6	5 10
4in	52 9	6 7
mette B.P.C.		
6yd		
3in	50 0	6 3
4in	66 11	8 4
6in	96 7	12 1
stic adhesive B.P.C.		
3yd		
2in	48 6	5 8
2½in	59 4	7 2
3in	70 4	8 2
4in	90 6	10 6

	Cost Price per doz.	Retail Price each
Flannel B.P.C.		
4yd		
3in	59 6	7 6
4in	78 8	9 10
6in	117 2	14 8
36in x 51in	20 5	2 7
38in x 54in	22 1	2 9
Dressings		
Wool (not interleaved)		
absorbent cotton		
8.P.C.		
1oz	10 2	1 3
2oz	16 11	2 1
4oz	28 7	3 2
8oz	51 4	5 8
16oz	96 0	10 8
hospital		
4oz	22 11	2 7
8oz	39 5	4 5
16oz	67 0	7 5
Lint absorbent 8.P.C.		
1oz	15 3	1 11
2oz	26 11	3 4
4oz	48 9	5 5
8oz	92 9	10 4

	Cost Price per doz.	Retail Price each
boric 8.P.C.		
16oz	177 0	19 8
1oz	16 1	2 0
2oz	28 10	3 7
4oz	51 10	5 9
8oz	96 7	10 9
Gauze absorbent B.P.C.		
36in wide		
½yd	9 1	1 2
1yd	15 4	1 11
3yd	33 9	4 3
6yd	61 9	6 10
16oz	63 0	7 11
Cellulose tissue B.P.C.		
wadding 8.P.C.		
16oz	41 0	5 2
Gauze and cotton tissue		
B.P.C.		
2oz	18 2	2 3
4oz	32 6	4 1
8oz	59 6	7 5
16oz	112 0	14 0



# INTER-ALIA

## GENERIC

## Products

... now presented to you under our own brand names. These tablets are guaranteed to be manufactured in our own Works and Laboratories under the strict supervision of qualified staff with full analytical control ...

		Per 250	Per 500	Per 1000
<b>IA-BUT</b> .....	100 mg. ....	6/- (£0.30p.)	..11/6 (£0.58p.)	.. 22/2 (£1.11p.)
(Phenylbutazone B.P.)	200 mg. ....	8/- (£0.40p.)	..15/6 (£0.78p.)	.. 30/2 (£1.51p.)
<b>IA-LOXIN</b> .....	250 mg. ....	26/- (£1.30p.)	..51/- (£2.55p.)	..100/- (£5.00p.)
(Oxytetracycline B.P.)				
<b>IA-PEN</b> .....	125 mg. ....	22/- (£1.10p.)	..43/- (£2.15p.)	.. 85/- (£4.25p.)
(Penicillin V. B.P.)	250 mg. ....	43/- (£2.15p.)	..85/- (£4.25p.)	..160/- (£8.00p.)
<b>IA-PRAM</b> .....	25 mg. ....	14/6 (£0.73p.)	..28/- (£1.40p.)	.. 55/6 (£2.78p.)
(Imipramine B.P.)				
<b>IN-SOLONE</b> .....	1 mg. ....	4/3 (£0.21p.)	.. 7/3 (£0.36p.)	.. 13/11 (£0.70p.)
(Prednisolone B.P.)	5 mg. ....	12/6 (£0.63p.)	..24/- (£1.20p.)	.. 47/3 (£2.36p.)
<b>IN-SONE</b> .....	1 mg. ....	4/- (£0.20p.)	.. 7/- (£0.35p.)	.. 13/5 (£0.67p.)
(Prednisone B.P.)	5 mg. ....	11/6 (£0.58p.)	..22/6 (£1.13p.)	.. 44/5 (£2.22p.)



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# SAVLON ♥ BABYCARE Cream now sampling in Bounty Boxes.



**Two-thirds of all new mothers will be trying it— and asking you for it!**

New Savlon Babycare Cream from ICI is absolutely tailor-made for selling through chemists.

Because like all Savlon products it is sold *only* through chemists.

Because it contains 'Cetavlon' (cetrimide), which chemists and hospitals recognise as an outstandingly effective and gentle antiseptic.

Because mothers will be told about the value of Babycare Cream at clinics and by Health Visitors.

Babycare Cream is specially formulated for babies. It inhibits the bacteria responsible for releasing ammonia from urine, and also maintains the delicate 'acid mantle' of baby's skin.

It is the complete treatment for nappy-rash.

**SAVLON ♥ BABYCARE**  
TRADE MARK  
**CREAM**





# COMMENT COMMENT COMMENT COMMENT COMMENT

## Exclusive supply agreements

After more than a year-and-a-half investigating the operation of exclusive supply agreements, the Monopolies Commission has concluded that "the evidence does not suggest the existence of mischief on a scale which would justify our recommending drastic remedies."

However, the Commission has suggested changes in the Resale Prices Act (last week p 65) to make it more difficult for a supplier to refuse supplies for the purpose of influencing resale prices, because of a threatened boycott by existing outlets, or in conditions which are not reasonably competitive. It also recommends that watch should be kept on distributors and their associations exerting collective pressure on suppliers in their choice of distribution channels—the facts being put before the Registrar of Restrictive Trading Agreements where necessary.

On the other hand, the Commission finds certain restrictions on supply "acceptable" under competitive conditions. These are defined as where:

□ Demand exceeds supply, and being unwilling to raise prices, a supplier selects his customers or imposes some kind of rationing.

□ A supplier estimates that to add to the number of outlets he supplies would increase his distribution costs without compensatory advantages to him in terms of more sales and increased profits.

□ A supplier estimates that he does better by catering for a limited class of customer who will pay for exclusiveness rather than by extending his outlets and risking the loss of his exclusive trade.

□ The product needs technical or other services, such as stockholding, to be provided by distributors.

## Serving the public interest

The last three of these conditions are applicable to many goods sold in pharmacies—the less popular proprietary medicines and the high-class toiletries, to name the more obvious. Recognition by the Commission that the public interest is not always served by extending distribution willy-nilly is confirmation of the conclusions reached by the Restrictive Practices Court in the case of price maintenance on medicines.

More than half the report is taken up with summaries of evidence received from interested parties. Not surprisingly, the parties do indeed promote their "interests," not least pharmacy and grocery, in putting forward some opposing views on medicines and toiletries. But there are some notable quotes to be found.

From the National Association of Multiple Grocers comes the view that "a supplier must be allowed to decide whether particular customers can properly handle his goods . . ." The Scottish Grocers' Federation first complains about being denied milk foods, toiletries and medicines, yet goes on to say, "exclusive supply agreements do not cause hardship to the consumer or, to any extent, to the unselected agents as competing, unrestricted lines are usually available."

The Commission has refrained from comment on these specific cases—significantly, perhaps. Significant also is the

fact that since the unfortunate Chemists' Federation case, official investigations of supply restrictions applicable within pharmacy — including also the Monopolies Commission examination of infant milk foods — have all shown that the practice was not operating generally against the public interest.

## A valuable tool

As the task of making profits becomes more difficult in the distributive industry, any helpful aids or guidance are welcome. It is, however, essential that the aid or guidance is sound, based on experience and is practical.

Inapplicable theory is too frequently offered, especially by so-called "experts" claiming special knowledge of economics or marketing.

There is no shortage of text books on the subject and to the collection this week is added "From Facts to Fortunes" (subtitle: The independent shopkeeper's guide to bigger profits). It is the third publication of the Distributive Trades Economic Development Committee in their "Talking Shop" series ("Gold—in your hands" was the first) designed to improve the efficiency and profitability of the small shop. Written in simple language, it helps the layman to understand those accounting terms.

The text is based on a fictitious conversation between a Mr Brown who has just taken over his first shop and aims to make a big success of it and Mr Black his accountant.

Typical problems and questions with which it deals are: Is it worth keeping a shop or would it be better to work for someone else? What are the advantages and disadvantages of bulk-buying? And the advantages of prompt payment discounts.

Three ways to carry out a spot check on the business's gross profit percentage are suggested. The second of these methods (the cost price method) has two "big disadvantages," says the book. The first, not relevant to pharmacists who have access to the *C&D Quarterly Price List*, is given as the need to search old invoices to find out the cost of stock. The second is that the method tells nothing about what stock losses may be taking place.

There is a directness about the approach adopted in the book, and everybody who has anything to do with counter sales will approve the chapter heading "How to spend less time book-keeping and more time shop keeping"—especially the third rule of good book-keeping which is given as "Be accurate—but not *too* accurate."

There is, of course, an explanation that whilst cash books and customer records must always be 100 per cent accurate, calculations involving "things like total annual sales" figures to the nearest £100 will be accurate enough.

Running a successful business is not merely a matter of increasing turnover. It involves the use of technical skills and ensuring the best deployment of capital. This book should be read by all who are in the distributive industry and re-read at a later date.

Available from any bookseller, or the publishers, HM Stationery Office, price 10s, or by post 10s 10d, the 80-page, illustrated book can be a valuable tool if used properly.



# LETTERS

## Price comparison

I would like to congratulate you and the Sheffield Pharmaceutical Committee on the comparison price tables (last week, pp 76-77). They will be very useful to pharmacists in general practice and will undoubtedly be the means of economising on dispensing stocks and increasing turnover.

**T. H. Wilson,**  
Bromley, Kent

[A similarly enthusiastic reaction has been received from other subscribers — Editor.]

## Lest we forget

I was deeply touched by X-Rayser's "obituary" on Mr M. E. Millward (C&D last week). I wish him the best of luck in his new post and sincerely hope that he will not forget our original aims and objects.

I had intended to invite him to visit my garden and see the butterflies that attend my sage plant, sympathise with my valiant battles against onion fly and weep with me at my wasted efforts to make my salary (!) grow.

**I. H. Williams,**  
Streatham, London SW 16

## Perfumery course

With reference to the publicity you kindly gave in a September 1969 issue of the C&D in connection with the course in perfumery and cosmetics which we were then planning in consultation with the Society of French Perfumers, I am pleased to say that the response in terms of potential students was sufficient to enable an application to be made to the Inner London Education Authority for the course to be organised here at Downham and that this application has now been approved. The first course will run on Wednesday evenings from 7 pm to 9.30 pm, commencing on September 23 and will occupy one academic year; enrolment of students will take place at this address following an introductory meeting at 7 pm on Wednesday, September 16.

I am most grateful for your support and trust that the new course will prove to be of benefit to your subscribers.

**D. G. Williams,**  
Lewisham and Eltham College for  
Further Education  
Downham, Bromley, Kent

## Time is short

There are now seven months to go to D-Day, February 15, 1971—or are there? In other words, how much effective time has the businessman left to prepare?

First, there are week-ends, statutory and staff holidays to be discounted. Second, there is the pre-Christmas rush when it will be difficult to spare time for staff training or the changing of accounting

procedures. Third, and perhaps most important, winter sales will take place just prior to D-Day, at a time when many retailers who have not prepared, will make a last minute attempt to catch up.

Looked at in this light it would seem that four months is a more realistic period on which to base one's planning and for many this just will not be long enough.

Thus even organisations which have their conversion programme well under way may not have fully appreciated the short period we actually have left.

Those starting from scratch will need a crash programme if they are to be fully effective to take part in the greatest changeover to a decimal currency in the history of mankind.

**H. G. Sledmere,**  
Manager, Decimalisation Information,  
The National Cash Register Co Ltd

## Money off what?

I noticed that a certain brand of toilet rolls sold in "Two-roll packs" by a grocer were marked by the manufacturer with a "2d off" coupon, "your next purchase of . . . see pack for details". A portion of the pack states that the coupon will save 2d on the next purchase, etc, etc. However, the identical brand of toilet rolls sold by a nearby pharmacist did not carry the "2d off coupon".

Interested in this bargain, I bought a pack from the grocer and then went to the pharmacy, bought a pack and asked that the pharmacist (whom I have known for many years) to be good enough to compare the weights of the two packs.

The grocer's two-roll pack weighed nearly 1½ oz. less than that sold by the pharmacy. As a visitor to Britain the above struck me as sharp practice by the manufacturer. It would appear the claim that "This coupon will save you 2d on your next purchase," etc, etc, cannot be open to dispute, but since the saving is advance discounted by selling short weight toilet rolls with a coupon, I am left wondering how many housewives have been caught, and if the manufacturer is liable to prosecution under the Trade Descriptions Act?

**Au Serieux**

## By appointment

Referring to travellers "pouncing" (C&D May 23 and June 27), today I had a call from Messrs Maws and was handed a form and card to say when they are next due in the area. The representative arranged a mutual period and time for his next call independently.

If Maws can see it is to their advantage that calls should be made by appointment, I hope that other firms will also "see the light."

I should like to extend an invitation to chemists locally and to representatives of firms to a meeting with view to discussing a code for "representatives by appointment." Those willing to participate, please write me. I should like to convene a meeting after business hours.

**B. Kitsberg,**  
48 The Broadway,  
Stanmore, Middlesex

## BUSINESS Q & A

*The lease of my premises expires in 1974 and, as I do not wish to work later than that date I can either sell soon or close down in four years time. Should I decide on the latter (which would be advantageous to a colleague a quarter of a mile away) can the losses due to writing off fixtures and fittings and the sum originally paid for goodwill be charged against profits for the final year?*

You are really asking two questions, one relating to fixtures and fittings and another about goodwill. To the extent that the fixtures and fittings attract capital allowances you can write off any loss as a balancing allowance in the last year. Goodwill is a capital item and any loss is a capital loss. Such a loss cannot be set against business profits. It is, however, available against any capital profits chargeable to capital gains tax in the same or any subsequent year, to the extent that it was incurred after April 5, 1965.

*I am proposing to buy the property in which my pharmacy is situated. It has been suggested that I buy this privately with my wife. What do you think?*

This is probably advantageous for estate duty purposes provided that you buy as joint tenants and not as tenants in common. If you do the latter the whole property will pass to your wife on your death (or vice versa) and duty will be payable accordingly. On a subsequent death, duty would be payable on the whole property again. If you buy as joint tenants, you can leave your half interest by will. Thus only half would pass on a death. If the will provided for a life interest, duty would be payable only once on the passing at your death and not again on the death of your wife. Similar arrangements could be made in her will, so that duty would be payable once, thus reducing the burden considerably.

*I am having an argument with the Inspector of Taxes. I understand that I can go to the General Commissioners to settle the matter. If I win, can I get costs, please?*

Costs against the Revenue cannot be obtained in proceedings before the Commissioners. If you went further and the case went to the High Court, you could obtain costs if you won there.

## Prescription poser

*Ans. Under 15 for 14*

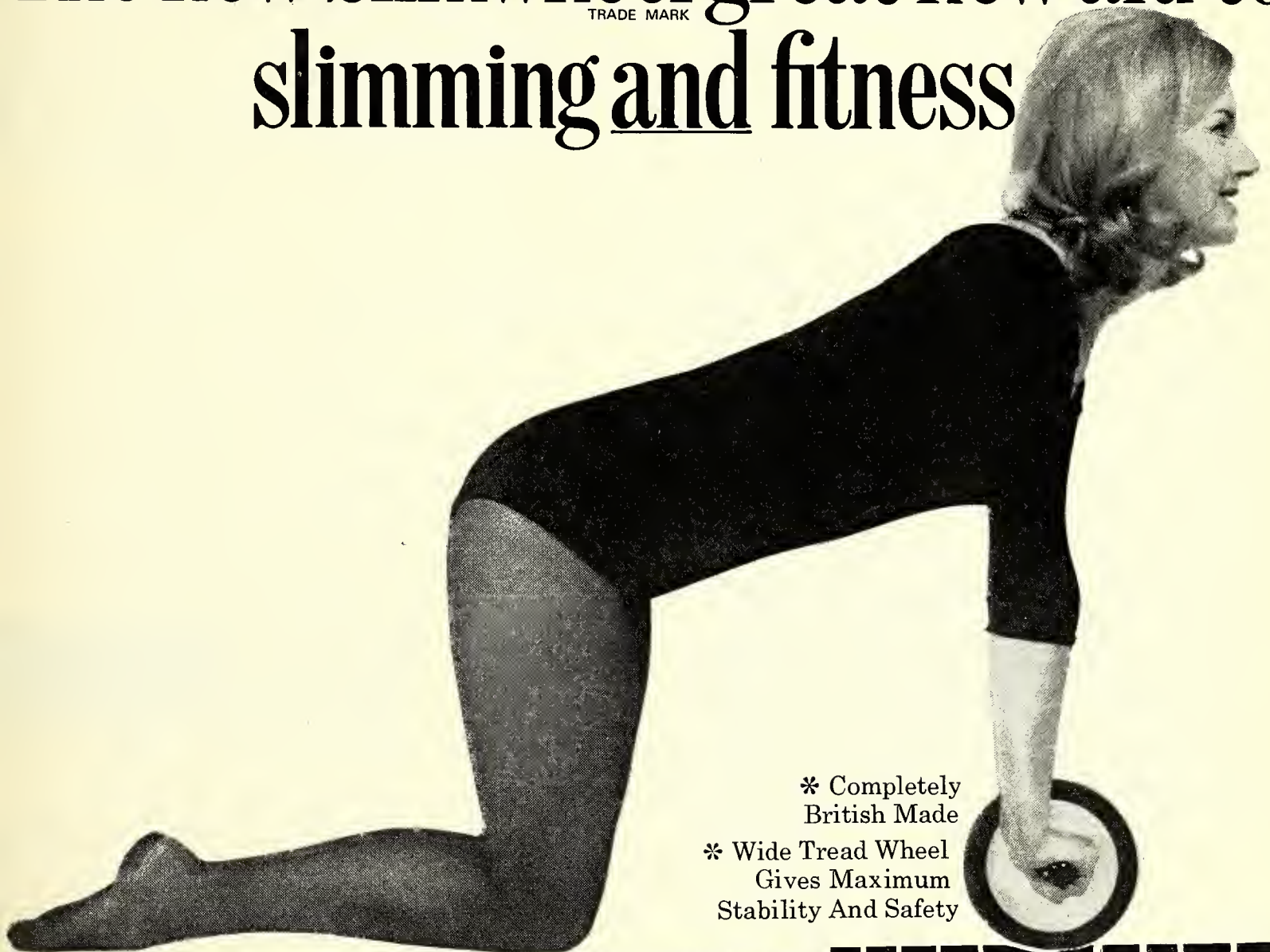
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## OPEN SHOP by E. C. Tenner

### A two-edged weapon

More and more firms are sending out young ladies as representatives. I would not like to suggest that they are motivated by the fact that men may be more receptive to sales talk from a young charmer, but it is noticeable that they only employ those with good vital statistics and pleasant features.

Do they in fact meet with success? I ask the question because I discover that my own attitude is perhaps firmer to those travellers — partly, I suspect, because I feel that the rest of my staff are watching to see the effect of the fluttering eyelashes on me, and that although I know I am an old fool I should hate to prove it by a bad buy from a ravishing rep!

Before the militants of the equal rights for women attack me, let me assure them that I am a supporter of their claims, and that I am being scrupulously fair. I would also refuse to buy from any man who fluttered his eyelashes at me.

#### Short run distributors

In the great victory in the Restrictive Practices Court, one of the important arguments used in maintaining the price of "ethicals" was the reference to the short run distributor—that is, the operator who selects the "ethicals" with the quick turnover, and sells only these at cut-price. It was argued that this type of operator would adversely affect the genuine comprehensive wholesaler, who would then be forced to restrict the necessary service to his clients.

A good solid argument, I would have thought. I was amazed, then, to learn of the NPU's entry into surgical dressings at prices lower than those charged by our surgical wholesaler, for a small number of the best sellers. What is to happen to the genuine wholesaler in this field, who supplies not only cotton wool and white lint, but portable urinals, feeding eups, bed pans, many tailed bandages, ribbon gauze, and a whole host of other lines in this field, in his comprehensive stock. Is he to be left to supply only the odd lines?

How will he fare in competition with the short run distributor? Someone in the NPU should make sure that the organisation is not facing two ways. I am certainly glad that the resale price maintenance case is over before this particular activity of the NPU could be quoted against us.

#### Inflation

Mr John Partridge, president of the Confederation of British Industry, in an article in the *Times* Business Supplement on what the CBI will say to the new Government, states: "On the wages side there are still a lot of people expecting something and the pressure has to be recognised."

No-one, I think, would argue with this, but has the Central Contractors Committee realised it? Is a factor inserted in the negotiations for a forward rise of at least twenty per cent on assistants' wages? Why not argue that, as it is inevitable, we should be allowed to insert it in advance, instead of paying for it and being reimbursed some three years later. Perhaps, of course, they have already done this. If they have, then why not let us know? But the figure of £3,100 for a notional salary would not seem to bear it out. If this is a realistic salary, then I am Chairman Mao, but my thoughts are quite unprintable.

#### Cost effectiveness

One of the Editor's many correspondents made the case, in relation to the Society's fees, that although some comparable societies have fees in the same order as ours, our professional earnings are in no way comparable to those of the members of these other bodies.

It is, of course, a valid point, but hardly fair to the Society, which is precluded from negotiating professional fees for its members. The real issue is whether we can expect increased activity from the Society, and branch representative motions would seem to indicate this, without an increase in fee.

Instead of objecting to the increased fee as such, I would suggest that the demand should be for increased militancy for an increased fee, and by militancy I don't mean strike action, but a more aggressive and positive attitude to those who oppose us, be it the medical profession or government departments.

#### Sandwich fillings

I noted my fellow columnist Xrayser's praise for the sandwich course to be initiated at Bradford, under Professor Rowson. I am not educationalist and would accept the comments made. Being, however, a practical practising pharmacist, it seems to me that there are certain difficulties of implementation. Is Bradford different from my area? Is there no difficulty in placing students in general practice pharmacy in Bradford?

I, myself, have always regretted being unable to afford financially the luxury of training a student, which I have always thought would be a rewarding task, moulding a young student into a responsible pharmacist. At salaries of approximately £1,000 per annum, however, I never see myself undertaking this responsibility, a point of view apparently shared by my local colleagues, since not one trains a student.

If this is general throughout the country, how does Professor Rowson get round this situation? Are all his students to be

placed with multiple concerns in the immediate vicinity of Bradford? Is this a condition of entry to the sandwich course? Or are they all to be placed in hospitals in the area? If not, and students scatter throughout the country to get their training, are the resources to supervise their training adequate? Can the tutors or the chairman of this school really spare the time? Will the expense not be too great for really adequate supervision?

Those are some of the questions which come to mind on a first and very sketchy reading of the subject. No doubt they have been raised before, but I would like to hear the answers before I would give this scheme my unqualified blessing. A sandwich is no good to me if the filling between the slices is wrong.

#### Victory for what?

The president of the Society, Mr Darling, is quoted as saying, on hearing the result of the decision of the court on resale price maintenance, "This is a rebuff to the supermarkets." Quite so, but it gives the impression that the case was fought in the courts between the supermarkets and the drug industry, instead of the case being brought by the registrar. The decision was a victory for commonsense, and responsible attitudes to medicines, and was not directly a rebuff to anyone. As president, Mr Darling will have to be very careful in his choice of language, and this, no doubt, he appreciates. These remarks are certainly not intended as a rebuff to him.

## BOOKS

**Qualitative Organic Analysis** W. Kemp McGraw-Hill Publishing Co., Ltd. Shoppenhangers Road, Maidenhead, Berks. 9x6 in. Pp. 183. 48s.

Combines traditional tests of chemical reactivity for detecting functional groups in a molecule with infra red spectroscopy in an integrated scheme of analysis. Also includes chapters on nuclear magnetic resonance, electronic (uv-visible) and mass spectroscopy and on the chemistry of the class reactions. Discussions of the various subjects assume that the student has received introductory lectures.

**The Androgens of the Testis** K. B. Eiknes (editor), Marcel Dekker Inc, 95 Madison Avenue, New York NY 10016 USA. 9x6 in. Pp 249. 14.75.

Six authors from four countries have contributed to this volume on the biosynthesis, catabolism, mode of action and estimation of testosterone and androstenedione. Does not claim to be exhaustive, the prime concern being with biochemistry.

#### Books received

**Advances in Chromatography, vol 8**, J. C. Giddings and R. A. Keller, Marcel Dekker Inc, 95 Madison Avenue, New York NY 10016. 9x6 in. Pp xvi + 400. 178s.

**Pharmaceutical Chemistry, Part II Inorganic Volume II**. M. L. Schroff. National Book Centre, p 76 Dr Sundari, Mohan Avenue, Calcutta 14. 8½ x 5¼ in. Pp 10 + xxiii + 528. \$8 (US).



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## Golden Handshake for Retiring Salesman



### Mr. Harry Grimston

Mr. Harry Grimston, Yorkshire representative of the Cleckheaton firm of Approved Prescription Services Limited, manufacturers of pharmaceutical products, retired on pension at the end of June after a lifetime in the pharmaceutical industry.

Sixty-eight year old Mr. Grimston of Harehills Lane, Leeds, spent 53 years serving the industry, having been with Goodall Backhouse & Co., Hirst Brooke, and Hirst, and for the last 19 years, as pharmaceutical representative for A.P.S., travelling in Yorkshire.

On Tuesday (7th July) at a small celebration he received a cheque from Mr. W. Hemingway, the company's Sales Director. The office staff and representatives also presented Mr. Grimston with a gold Parker Fountain pen.

Vice-chairman of Yorkshire Amateurs Association Football Club and member of Whitkirk Cricket Club Mr. Grimston intends to devote much of the time during his well-earned retirement to working for these associations.

Mrs. J. O'Leary succeeds him as Approved Prescription Services' first lady representative.



# Population control high on MRC research list

Population control and drug dependence (including smoking) are two of four priority problems for which the Medical Research Council is prepared to support work in the universities.

The Council's report for 1969-70 says that arterial disease and mental disorder are the other major problems. According to the secretary, Dr J. A. B. Gray, the work on population control is directed mainly at discovering radically new principles, upon which new methods can be based, rather than the trial of existing products. A study of the prevalence and mode of spread in the community of injectable addictive drugs has recently begun.

Rifampicin comes in for mention in several parts of the report. Of particular interest for future development is the discovery that the compound inhibits the growth of poxviruses and adenoviruses, which opens up the possibility of a rational approach to the treatment of virus diseases.

Work is proceeding on the mechanism of the antiviral activity, but it is as yet too early to be certain whether rifampicin or related derivatives will be of value in viral infections in man.

Work at the MRC unit for laboratory studies of tuberculosis on the "remarkably" rapid bactericidal action of rifampicin, has shown that the compound completely inhibits the incorporation of uridine into the RNA of tubercle bacilli within an hour, thus preventing RNA synthesis and consequently multiplication of bacilli. Other studies have shown rifampicin to be far more effective than any other drug against the causative organism of leprosy, and trials of combined therapy have been initiated.

The report describes the introduction of L-dopa in Parkinsonism as an "interesting advance" which appears to relieve the akinesia that has hitherto proved intractable. Trials at five centres are designed to show the optimum dose regimen, the effects of long-term treatment, the interaction of L-dopa with other drugs, including anticholinergic agents, and its use in patients who have already undergone stereotactic surgery. "The results of each trial will be published as soon as they have been collected and analysed, in view of the urgent need to evaluate this form of therapy."

The clinical endocrinology unit has been able to demonstrate that anovulatory cycles are produced by large doses of oral contraceptives, that suppression of ovulation in the presence of follicular activity can occur when smaller doses are used, and that following cessation of long-term medication, the cycles rapidly revert to an ovulatory pattern. The unit has also studied breast cancers to find out which are hormone-dependent in the hope that some guidance can be given on therapeutic regimens.

Commenting on research into the link between the downward trend in asthma mortality since warnings were issued about the use of pressurised aerosols, the report says that the MRC committee on deaths from asthma has concluded that the precise cause of sudden death from asthma remains obscure in many cases. "Its view is that factors other than possible overdosage from the drug isoprenaline, which is used in pressured aerosols, appears to be involved. It has been suggested that the intensive study of patients suffering from status asthmaticus, where intense breathlessness may persist for many hours or days, could contribute towards understanding of why sudden death may occur in asthmatics."

Critical assessment of the treatment of some forms of renal disease is being promoted by the Council. A controlled trial involving immuno-suppressive agents, azathioprine and steroids, produced no evidence of therapeutic effect, but further trials are planned, using cyclophosphamide and heparin separately and in combination, and indomethacin.

The industrial injuries and burns unit has investigated the relative importance of different routes in infection, and the efficacy of methods of prevention and treatment. Separation of different components of the toxins of *Pseudomonas*

*aeruginosa* has led to the development of a promising new vaccine for the prevention of infection with this organism.

In the radiobiology unit, work has continued on the development of low-polymer alginates, which as a dietary supplement have a marked effect in reducing the uptake of strontium from the diet, without at the same time significantly affecting the uptake of calcium. Clinical trials of an alginate preparation developed in the unit are now in progress.

A technique considered to have "great potentialities" is the use of nuclear magnetic resonance to study the behaviour of drugs, in particular the mobility of the molecules. It can also throw light on the environment of the molecules and the way in which they are bound to receptors.

Molecular biology techniques are being used to study transmissible drug resistance in bacteria. A group at the molecular genetics unit has been studying how the virus-like elements of DNA (sex factors), which spread the resistance, reproduce themselves. Already nine different genes necessary for transfer and at least one required for reproduction, have been identified.

The role of insulin in glucose metabolism has been studied in the metabolic reactions unit, and it has been established that insulin is specifically concerned with the production in muscle of glycogen, and not with the transport of glucose in general.

The Medical Research Council's total expenditure during the year ended March 31 was £19,060,000.

## NOTES ON NEW MEDICAMENTS

### Trasicor

1 - (o - allyloxyphenoxy) - 3 - isopropyl-aminopropan-2-ol hydrochloride; oxprenolol.

The concept of alpha- and beta-adrenergic receptors led to valuable developments in cardiac therapeutics with the introduction of  $\beta$ -adrenergic blocking agents. In angina and cardiac arrhythmias these agents protect the heart from excessive response to adrenergic stimuli associated with either physical or emotional stress.

By lowering the sympathetic drive, the load on a possibly weakened heart muscle is reduced, and the oxygen-wasting effort to respond to the excessive stimulus is avoided.

It follows that  $\beta$ -adrenergic blockade may cause a reduction in cardiac output, but oxprenolol has a mild, selective stimulating action on the myocardium that assists in the maintenance of a normal or near-normal cardiac output. Thus the drug both reduces excessive response to sympathetic stimulus, and maintains a more balanced physiological state of the myocardium.

### Eraldin

4 - (2 - hydroxy - 3 - isopropyl - aminopro-

poxyl) acetanilide; practolol; ICI 50,172.

The discovery that dichloroisoprenaline had a selective action in blocking  $\beta$ -adrenoreceptor sites initiated a period of intensive research into the synthesis of clinically useful compounds. Several substances were introduced into therapeutics in the hope that in angina and certain cardiac irregularities, the  $\beta$ -adrenergic blockade would inhibit excessive cardiac response to stress, and reduce the oxygen requirement of the myocardium.

Some of the early compounds had disadvantages that limited their clinical value, but practolol represents a distinct advance, as it possesses to a high degree a selective action in blocking cardiac  $\beta$ -receptor sites. Unlike many earlier compounds, practolol has no direct depressant action on the myocardium, so that it has little effect on cardiac output. Ordinary dosage does not influence the  $\beta$ -receptors in the bronchial tract, and in asthmatic patients, respiratory function is unlikely to be affected.

## COMING EVENTS

### Wednesday July 29

North Metropolitan Branch, Pharmaceutical Society, Amos Arms, Amos Grove, London, N 14, at 8.00 pm. Annual meeting.

### Thursday July 30

London Chemists' Golfing Society, Northwood Golf Club. Captain's day (All-day meeting).



# MARKET NEWS

## Strike causes lean time for merchants

London, July 22: Merchants of crude drugs and essential oils are having a lean time as a result of the national dock strike. So much of the spot stocks are held in warehouses affected by the strike and so far as futures are concerned buyers are not prepared to commit themselves in the present circumstances.

In any case most of the big users hold some buffer stocks and only look to the market for replacements. With the holidays getting into full swing this is normally a quiet time of the year so it is fortuitous that the strike should take place now rather than in the winter.

However, if the strike should be prolonged, circumstances could well change and panic buying, absent in the first week, might well occur.

Price changes during the week were unusually few bearing in mind the diffi-

cult trading conditions. In crude drugs, Canada balsam at 34s 6d spot and 34s cif was again dearer. Cochineal was nominal in all positions. Because of the disastrous earthquake the Peruvian new crop usually shipped by now is not being quoted before September and it will be at least two months after that before stocks will arrive here. Dearer during the week were Costa Rican ipecacuanha at 69s 1b spot and cif, witch hazel leaves at 4s 10d spot, 4s 9d, cif and Brazil menthol at 38s 1b (up 1s).

First arrivals of new-crop Alexandria hand-picked senna pods found ready buyers and spot stocks are virtually negligible. Shipments of Tinnevely leaves and pods from Tuticorin during June included:

	UK	US	Europe
Senna leaves	Tons 4	Tons 32	Tons 66
pods	4	2	64

In essential oils lemongrass was down by one shilling 1b forward and Brazilian peppermint advanced by threepence.

Nicotinic acid was again marked up by amounts ranging between 2s and 5s kg according to quantity. The new rates are 35s for 1 kg; 26s 6d kg for 50 kg. Nico-

tinamide was similarly affected by between 3s and 5s at 37s 6d and 32s kg for the equivalent quantities.

As anticipated last week prices of iodides and other iodine derivatives with the exception of iodoform were marked up. The current rates for resublimed iodine is 40s 3d kg. Potassium iodide is 35s kg for 250-kg lots; the sodium salt is 45s 3d for 25-kg and ammonium, 70s 10d.

### Indian drug imports move

All basic drugs, imported through the State Trading Corporation, which are being produced by the state-owned Indian Drugs & Pharmaceuticals Ltd (IDPL), will be distributed by them according to Mr Jagjit Singh, chairman of IDPL. The drugs will be sold at the pooled prices.

Out of the 16 drugs for which the Government has evolved the new price formula, a number including sulphadiazine, streptomycin, tetracyclines, chloroquin, tolbutamide and tetanus antitoxin, will be allowed to be imported on the ground that domestic production is not adequate. In addition, imports of drugs like vitamin B<sub>12</sub>, vitamin C, penicillin, chloramphenicol, insulin, INH and PAH will continue.

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## SHOPFITTING

### Adjustable shelving system

A fully-adjustable shelving system, designed to meet the requirements of wholesalers as well as all types of retail outlet is now available from Pakshelf, Ltd. Clady Works, Dunadry, co Antrim, Northern Ireland.

Design of the system is such that each shelf bracket is capable of supporting a load of 150 lb.

Easily fitted components enable a full range of wall-mounted and single or double sided free-standing or floor-to-ceiling runs to be erected.

The Pakshelf system is claimed to be ideal for both general shop and window display purposes, brackets and

wall uprights being supplied in either black, white or grey stove-enamelled finish. Modern in design and of neat streamlined appearance, Pakshelf provides good support without obstructing or detracting from the appearance of the overall display, it is stated.

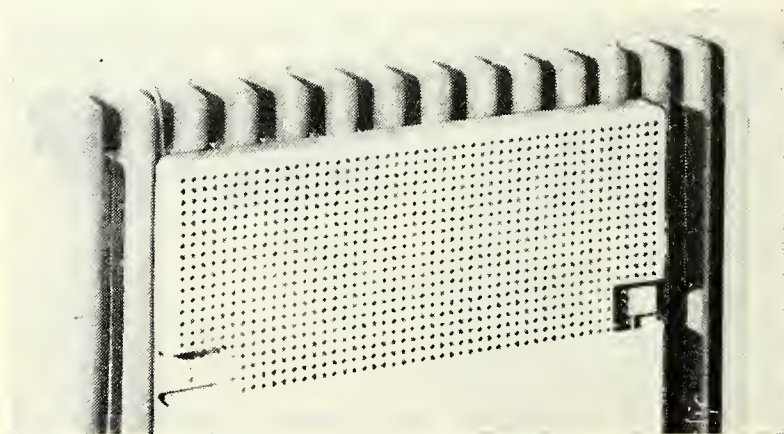
An added advantage, also, is that adjustment of shelf height can be carried out without dismantling the shelving.

There are no slots or holes on the front of the uprights to harbour dust or germs.

For island sites and centre display purposes, there are attractive free-standing shelving units from 3 ft to 8 ft high, in multiples of 3 ft wide.

### Radiator humidifier

The Casana hang-on radiator humidifier shown here is designed to evaporate as much water in the form of vapour per square inch of its surface as is physically possible without any moving parts or power sources such as motor or electricity. It is claimed by the suppliers, Air Improvement Services, Purley, Surrey, to evaporate its full water contents of three pints every day. Made of special stainless steel alloy, fully rust-proof and guaranteed for five years it costs £3 12s 6d. retail.



### New telephone amplifier

"Ideal for a pharmacist's dispensary" is how the makers, Andrew Stephens (1947) Co, Blackpool, describe this transistorised telephone amplifier, Speak-R-Phone. It operates when the receiver is placed in the amplifier cradle, and the on/off control is pressed. The user can carry on a normal two-way conversation, with the other party heard clearly through the amplifier, so leaving both hands free to take notes or do other work. Price is £8.



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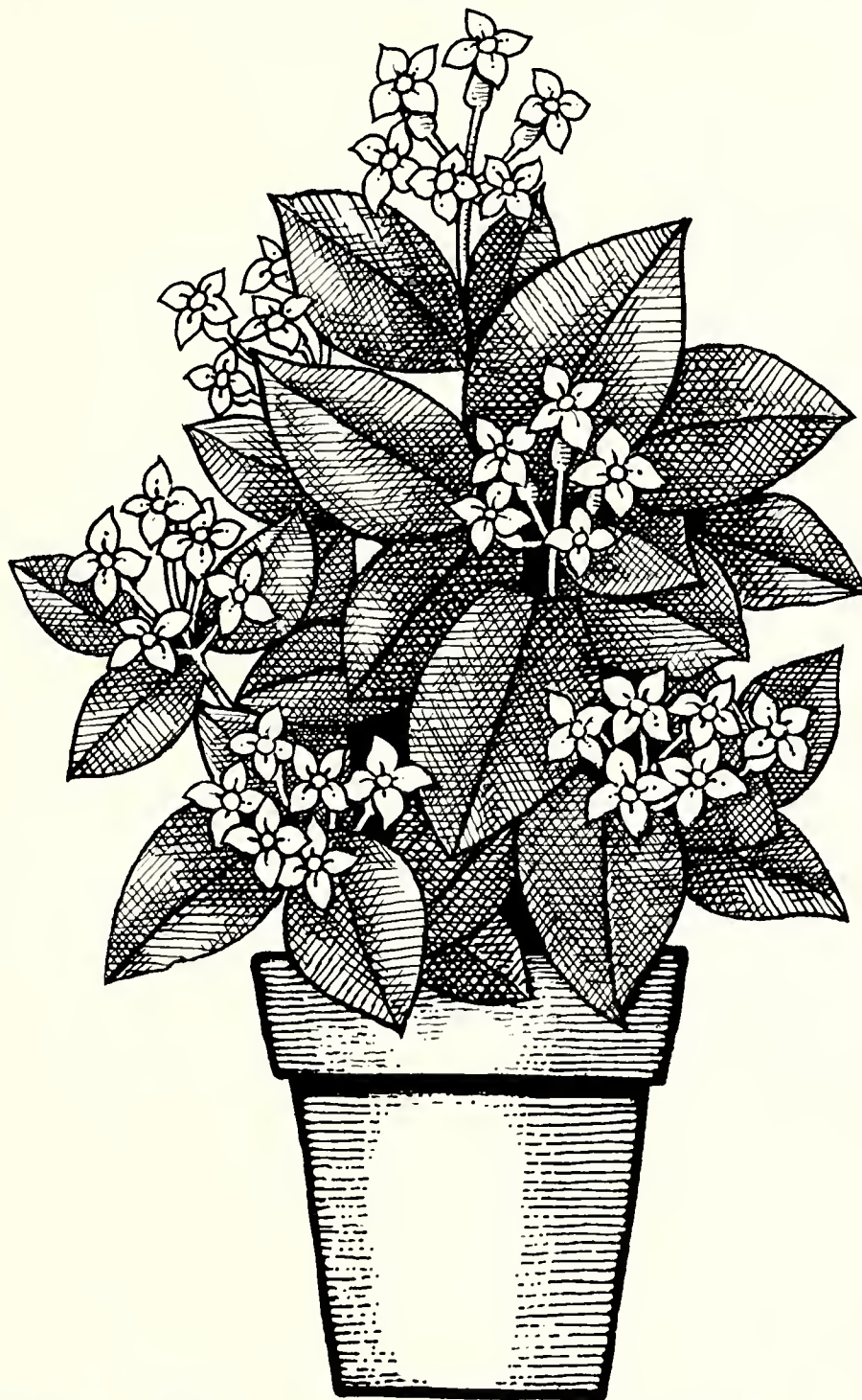
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Yes, Britain's No. 1 family talcum powder gets a big boost this summer with a full colour advertising campaign in leading women's weekly magazines. Starts July.



And Imperial Leather talc now has a new formula to make it even softer, even smoother so it's right for all the family (including baby!)

## plus 3 new family toiletries

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**IMPERIAL LEATHER BATH GELÉE**  
Bath time luxury for the whole family.



**new!**

**IMPERIAL LEATHER SHAMPOO**  
Rich, foaming shampoo for all types of hair.

**new!**

**IMPERIAL LEATHER ANTI-PERSPIRANT**  
Provides real protection from perspiration.

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**Advertising starts July – buy in now**

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# ORAL HYGIENE

and dental care

Supplement to the Chemist & Druggist July 25th 1970

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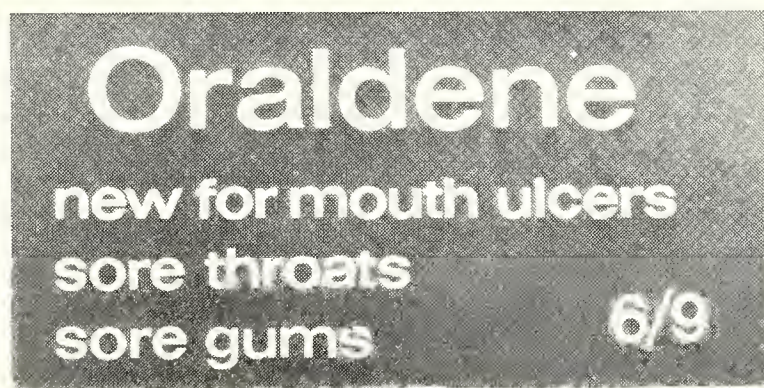
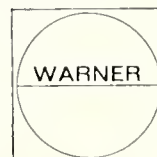


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# Oral Hygiene

## and dental care

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# PROMOTION PAYS

For maximum profit, back the manufacturers' campaigns, say Beecham Toiletries Division

Toothpaste is one of the leading toiletry product groups, yet chemists as a whole have not been as active in promoting it as other retailers. This is one of the factors affecting chemists' present relatively thin slice of the overall cake, though with sales worth over £3 million, toothpaste is still considerably larger than many of the other chemist markets.

The retail pharmacist who wishes to take an active interest in markets where profit potential is highest can reap attractive rewards because chemists as retailers will always sell an extensive range of dental care products, including toothpaste, not stocked by their competitors. By offering this range, by stocking toothpaste brand leaders and actively promoting these leading brands, substantial turnover and significant profits can be gained.

The weight of advertising and promotional support placed behind the brand leaders by the major manufacturers is ex-

tensive. This backing is designed to create continuing consumer demand. Therefore, if the pharmacist effectively merchandises the most popular brands, taking advantage of national promotional support and, wherever possible, staging his own promotions, he will derive benefit in terms of increased profit from the manufacturers' advertising investments.

In considering promotional planning the chemist will be well advised to keep up-to-date on the advertising for major toothpaste brands, details of which are given in the *Chemist & Druggist*. In addition, it will be to his advantage to be well informed of manufacturers' trade deals and promotional support.

For instance, the current Macleans toothpaste free-storage-set offer, featured on all sizes of packs, typifies promotions aimed at increasing volume sales of toothpaste by retailers. This offer is designed to stimulate initial purchase by the consumer

and subsequently promote repeat purchase through the "collectability" of free kitchen storage jars.

Linked with this and similar promotions are highly attractive trade terms offered to chemists ordering reasonable quantities. At such trade prices chemists are offered margins within which they can provide their customers with substantial cuts on the normal recommended prices.

Another type of national consumer offer which proved highly successful as a means of stimulating high volume sales was the recent Macleans 3s-off hair spray coupon offer. This gave shoppers, buying a pack of Macleans toothpaste, a coupon which entitled them to a 3s reduction on the customary price when purchasing Silvikrin hair spray.

Again, this consumer promotion was linked with trade terms advantageous to the chemist staging his own special reduced price promotions.

By taking advantage of favourable trade discounts, chemists can reduce their profit margins to, say, 18 per cent or even lower, to build volume sales and consequently substantial returns.

Pharmacists who have accepted the fact that toiletries represent an opportunity for producing a sizeable income through volume turnover have found that excellent results can be gained by working to a promotional programme. The programme, planned in advance, allows for the seasonal peaks for such items as shampoos and hair sprays during the summer months. Toothpaste is suitable for promotion by pharmacists at regular intervals from January to December.

Promotions, with toothpaste at attractively reduced prices, should be effectively merchandised. By attractive window displays customer traffic can be increased, and free-standing product displays may be used to stimulate profitable volume sales. In the photograph accompanying this article one method successfully used by a chemist is illustrated.

In speaking of his toothpaste promotional activity a retail pharmacist at Seven Kings recently reported: "Without regular promotions I would be lucky to sell much more than 36 packs a month of any one of the main products. By regularly featuring the major brands in promotions I achieve sales of at least twelve times this amount—as I did during recent Macleans toothpaste promotion."



At John Maclean (Chemist) Ltd, Cumnock, Ayrshire, the connection between the name of the shop and the toothpaste brand has more than once been featured in window displays of the product at promotional prices. Recently a complete window featured several toiletries—including Macleans toothpaste—at reduced prices, with the central theme "Macleans for value"



# SELLING SENSE

Stock right, display right and you'll sell, say Colgate-Palmolive

Although chemists are not like ordinary retailers, they are in business to make a profit—which means maximising sales.

Recent surveys, however, indicate that much of the business they previously enjoyed has been lost to the self-service grocery and multiples. Take toothpaste, for example; ten years ago one-third of toothpaste purchases were made in pharmacies. Today this is estimated to be as low as one fifth; and some marketing experts put it as low as one sixth, and this is in a market worth over £20 million. Nor has the downward trend ended: in 1969 it is estimated that chemists lost a further 2 per cent of the market.

Yet logically the pharmacy, where toothpaste can be associated with other oral

hygiene products such as tooth brushes, denture cleaners, dental fixatives, and mouth washes, is the ideal place for sales.

Why, then, is the average chemist losing out? There is no clear reason, but there are several contributory factors, some of which are given here with suggestions to help recapture those lost sales.

First, customers cannot be expected to remember or even know about all of the hundreds of items available. So it is imperative that the more important brands can be clearly seen. Most manufacturers supply special display units for this purpose and they will be willingly delivered and erected in-store by the company's sales representative.

Range rationalisation is important, too.

It makes sense to give priority to faster selling lines where capital is turned over more quickly, generating a greater return on investment. Products in small demand must be rigorously controlled, although most chemists will wish to have some available for customers.

Priority should be given to the faster selling brands when considering shelf allocation also. For example, Colgate Dental Cream, the market leader which accounts for almost 30 per cent of toothpaste sales, should receive 30 per cent of the shelf space allocated to toothpaste.

It also makes sense to take full advantage of the regular promotions mounted by the leading manufacturers. These can make you just as competitive as the supermarkets. True, it may sometimes be necessary to accept a drop in cash margins, but the increased turnover will normally more than cover the lower unit profit. Not only should chemists make the most of these opportunities, but they must ensure that their customers know about them. This means using the special display material to announce the details in store. Shelf barkers, counter units and dump bins will all stimulate impulse purchase.

When the grocery multiples cut their prices they take good care that everybody knows about it; too often when a chemist makes a cut his customers don't even realise it's been made!

Related item promotions are profitable, too. Toothpaste and toothbrushes are an excellent example and Colgate-Palmolive in particular have introduced several promotions of this kind with considerable success in recent years.

A willingness to take advantage of promotional offers allied to adequate point-of-sale publicity should also encourage local customers to bring in coupons. Coupon drops are successful overall but 90 per cent are redeemed via the grocery trade because customers think coupons will be unwelcome with chemists. (Are they?) This factor alone represents a tremendous loss to chemists.

Finally, have confidence in your representative. Allow him to check his products to prevent out-of-stock situations, maintain correct stock levels and ensure correct stock rotation so as to avoid out-of-date packs and offers. He is highly experienced and skilled at this task, for it is his normal role in grocery outlets.

Toothpaste is purchased regularly by the majority of housewives; it is a "bread-and-butter" product. As such it requires combative tactics on the part of the independent chemist to stop the growing influence of other outlets. Chemists can get the terms and manufacturer support which will allow them to compete effectively with the supermarkets.

What is required is aggressive sales promotion to make the most of the opportunities. Manufacturers are anxious to help. It is now up to the chemist.

## WHY 'AUTOMATIC'?

"I genuinely wish everyone in the country had an automatic toothbrush—and that they used it at least twice a day."

When a chief dental officer and lecturer in child dental health at a London dental school said that to a Ronson interviewer recently, he also explained that the automatic brush had a large part to play in the prevention of tooth decay and gum disease. It helped to combat laziness in brushing and did the job of cleaning the teeth vigorously, properly and effectively.

"The way most people use the ordinary toothbrush—a few quick strokes, a spit in the basin and that's about it—is totally ineffective in getting rid of plaque."

Ronson recommend sales staff to start the selling job at home—using the product is the best way of getting to know its good points. Among the points most

likely to clinch the sale of the Ronson automatic toothbrush are:—

☐ It helps to clean teeth thoroughly and correctly—without skill and without long, hard work.

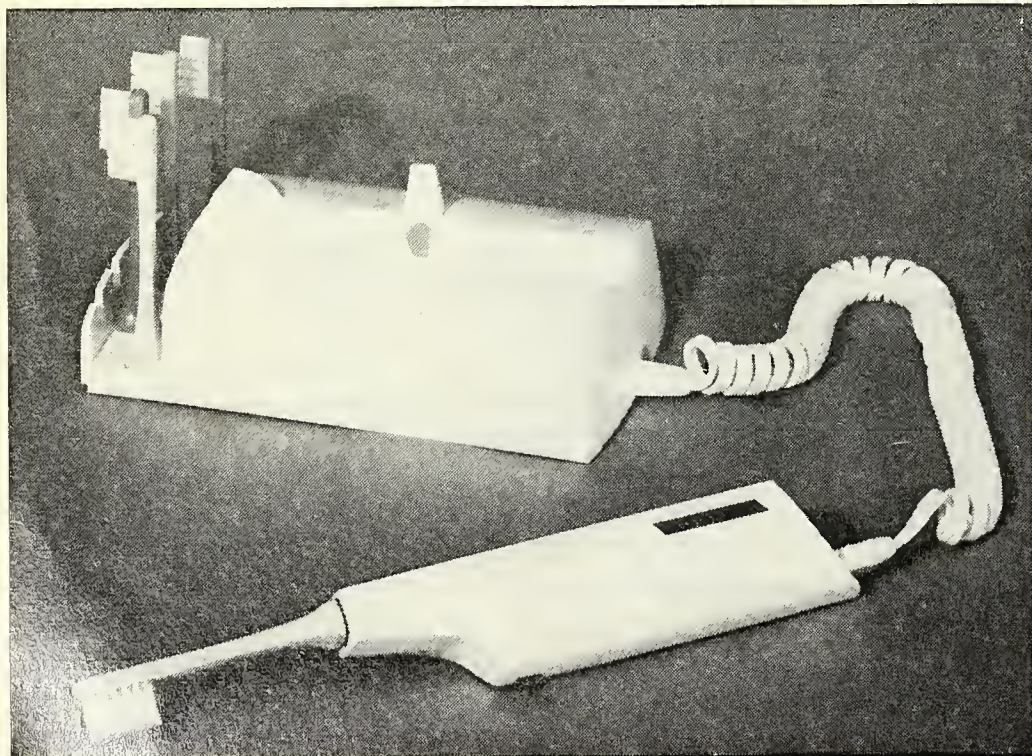
☐ It takes approximately three minutes to clean a full set of teeth properly using a manual toothbrush. The Ronson automatic brush does the job in less than a minute.

☐ The Ronson comes complete with detachable brush heads so its price covers the whole family.

☐ Consistent action of 11,000 brush strokes per minute to keep teeth clean and strong and gums healthy.

☐ Leaves mouth feeling fresh and clean with every particle removed between teeth.

Pictured below is the standard version of the battery operated brush.





# Mrs Fletcher. The latest addition to the Efferdent sales force.



Very soon our Mrs Fletcher will appear in 30-second, full colour commercials for Efferdent, the effective denture cleanser.

In them, she helps tell the story of how Efferdent's blue bubbles remove any kind of stains, leaving dentures fresher, sweeter, cleaner.

With people like Mrs Fletcher working for us, denture wearers are finding out just how effective Efferdent is. Make sure you've got plenty of Efferdent in stock. For the sake of the millions of Mrs Fletchers all over Britain.

**Efferdent—the effective denture cleanser.**

Richard Hudnut Limited, Lambert Chemical Division,  
Eastleigh, Hampshire. Eastleigh 3131.





Few would dispute the belief that ontologically, all pleasures begin in the mouth. Certainly a child in his early stage of development is orientated around his gastro-intestinal tract, of which the mouth is the presenting organ. Feeding and sucking are highly pleasurable until the child's teeth start erupting, when the mouth, until then a site of pleasure and delight, becomes armed with hard teeth, painfully boring through the gums.

In an adult, the enjoyment of food begins in the mouth and a healthy state of the oral cavity is essential for food appreciation. A healthy mouth is most important for a confident smile and good appearance, but it is invaluable as an organ of the unique attribute belonging to the human species; speech and language. Maintenance of a healthy mouth is based on conservation of teeth and the prevention of periodontal disease of gums.

Caries of teeth is a disease of civilization and its diet. While the inhabitants of Tristan de Cunha Island could boast freedom from dental caries some thirty years ago, with the establishment of the Royal Naval Air Station during the last War and with the introduction of fermentable carbohydrates, the disease became prevalent in the native population.

In Britain, the disease is widespread but varies in individuals and in some areas seems less frequent than in others. These differences are traced to variable factors playing a part in the etiology of the disease, namely, tooth structure, diet and regular maintenance of oral hygiene. Teeth should erupt in good condition except for metabolic disturbances prior to eruption, dietary deficiency or early intrauterine disease of the foetus.

It has been noted recently that even an ordinary diet may have an influence on caries susceptibility which predates the eruption of the teeth. A high sucrose diet of the mother during pregnancy or during the first few months of postnatal life increases caries susceptibility in experimental animals.

### Teeth and the fluoride ion

Compactness of dentine and hardness of the enamel, the hard glossy outside layer of the tooth, is dependent on the content of fluoride ion in the drinking water. The optimum concentration of fluoride is 1 part per million and produces enamel which is highly resistant to caries. The effect of fluoride is not confined to children but continues into middle age.

Extensive studies in areas where the drinking water contains fluoride, either naturally or artificially, have contributed evidence of the value of the fluoride ion in caries prevention. While administration of sodium fluoride through salt, milk and other food vehicles had been considered, water fluoridation as a community health procedure is the most effective, safe and ethical method of reducing caries.

It has now been firmly established that only certain fermentable carbohydrate foods have a high cariogenic potential, sucrose being the worst culprit. Rampant dental caries in children were shown to

be related to sucrose consumption, particularly when given in comforters. The continuous persuasion of children and their parents that eating sweets, toffees and other sucrose containing snacks between meals, should be prohibited, still stands high in the ranks of dental health education measures.

While fluoridation of water can easily be practised as a community health procedure, fermentable sugars such as sucrose cannot be entirely eliminated from our diet. Synthetic sweeteners could replace sugar in a minimal way but the Western hemisphere inhabitants will always require the "instant" palatable calorie value obtainable from sugar. Nevertheless, baby foods should be prepared without sucrose and at the same time addition of dicalcium-phosphate (observed to reduce cariogenic properties of sucrose) could be used as a constituent of supplementary diets.

### Dental plaque

Dental caries starts underneath the dental plaque, a soft concentrated sticky mass of bacteria, mainly streptococci, mixed with a certain amount of cellular debris in a mucopolysaccharide base largely composed of dextran. Dextran, a sticky and tenacious substance, is directly responsible for the persistence of the dental plaque. Bacteria produce acid through fermentation of dietary sugar; the richer the diet in sugar, the lower the pH under the dental plaque and the greater the destruction of the tooth enamel.

Bacterial growth in a dextran-containing plaque can be found in areas between teeth at the base of the teeth-crowns and gum junction.

The brushing of teeth is the most accepted method of removing dental plaque. In addition to partial dispersion of the plaque, the tooth brush prevents and eliminates gingivitis (inflammation of the gums) and reduces calculus formation, which, in turn, lead to disease of gums.

While at one time it was believed that a short-headed nylon toothbrush with two rows of six tufts was most effective in plaque removal, new investigation into cleansing properties of different types of brushes has shown that among a choice of conventional types, the brush with the highest number of filaments was most effective. Teeth should be brushed for 2-3 minutes at least and attention should be paid to the back teeth, which are usually less well brushed. Cleaning with electrically powered tooth brushes producing different kinds of movement, has shown that less time is required with these brushes to achieve the same result.

While opinions vary regarding the most suitable movement for a toothbrush, through modifying the hand position one can achieve the same result and most areas can be reached. A mains operated toothbrush is preferable to a battery powered one. Hard bristles, whether natural or synthetic, are almost identical in their effectiveness.

While adequate tooth cleaning can be obtained by using a toothbrush only, brushing with toothpaste reduces the time

# TOOTH LIFE

By A. L. Frenkiel BA, MRC





# CARIE S TIME

Obst RCOG, DPH



required for thorough cleaning by 30-50 per cent. Dentifrices differ from one another by chemical composition. Their base usually contains abrasives such as dicalcium pyrophosphate, insoluble sodium metaphosphate, dicalcium phosphate or calcium carbonate, while different active agents are usually added. The active agent may be one of the following: stannous fluoride, sodium monofluorophosphate, stannous pyrophosphate, strontium chloride or carbamide.

Of the dentifrice additives which deserve a special mention are some fluoride compounds. A number of trials have proved the dental caries preventive value of toothbrushing with dentifrice containing sodium monofluorophosphate (0.76 per cent) or stannous fluoride (0.4 per cent). However, the stannous fluoride-containing dentifrices are occasionally associated with greater teeth staining than those containing sodium monofluorophosphate. Amine fluoride-containing dentifrices seem to have a good caries preventive effect.

Generally, when choosing a toothpaste, the most sensible approach is to select one the flavour and texture of which one likes best and which gives the best value for money in terms of weight.

Rinsing or forcing water pressure, with water toothpick devices, is of value merely in removing food debris but seems ineffective in dispersing plaque.

## Caries prevention

Owing to the wide spread of dental health education, there has been some improvement in oral hygiene. It is hoped that fluoridation of the water supply will become a generally accepted health measure and will increase caries resistance in the population. Continuous research is in progress about new methods of dental caries prevention.

Since the identification of cariogenic streptococci as the main micro-organism inducing dental caries, the possibility of developing a vaccine against the bacteria has been tested on experimental animals. The results of these experiments are highly encouraging.

Another pathway which researchers are pursuing at present is the use of dextranase in plaque removal. The tenacious and sticky constituent of the dental plaque, dextran, even with the most vigorous toothbrushing is not easily removed. Dextranase (an enzyme produced by a mould of the *Penicillium* group) prevents the formation of dextran when added to a suspension of saliva with sucrose. The practical application of dextranase is still under investigation but one can envisage its use either as an additive in sweets or perhaps as an active ingredient of dentifrice and mouthwash.

Discussion about oral hygiene would be incomplete should one ignore the toothless. In 1968, a survey carried out in England and Wales showed that 36.8 per cent of adults aged 16 years and over had no natural teeth. The percentage increased to 63.6 per cent in those of 64 years old and over.

Most edentulous people are armed with

dentures of which good care must be taken in order to maintain oral hygiene. Dentures must be regularly cleaned and sterilised. They should not be worn at night but must be left soaking in a cleansing solution. If partial dentures are used, it is extremely important that the natural teeth be kept scrupulously clean. The removal of food debris from teeth by artificial measures is absolutely necessary. The denture should be brushed with an appropriate brush and ordinary soap should be used, as dentifrice is too abrasive. A denture cleaner containing perborate or another source of oxygen should be used twice per week.

## Denture sores

Denture-sore-mouth (denture stomatitis) is often associated with infection by candida organisms, a fungus which gets hold of dental plate pressure points after administration of antibiotics. This may be found commonly in elderly debilitated people treated with tetracyclines for bronchitis. They develop severe denture stomatitis despite proper denture care.

Invariably, they are referred by their doctor to a dentist who, in turn, investigates the dentures, often carries out unnecessary adjustments and at times advises a new set. The condition can easily be treated by withdrawing tetracyclines, painting the ulcerated areas 3-4 times a day with a fungicidal solution (the simplest is gentian violet 1:150 aqueous), advising the patient to eat good food, get plenty of rest and have a stimulating change—in short, a good holiday.

Public appreciation of the value of dental health has vastly improved during this century. The standard of health education in favour of oral hygiene already achieved and the increased awareness of how important it is to keep one's teeth for life, should be credited to dental practitioners and their steadily improving service of early detection and conservative treatment of dental caries. Yet, a great role in the oral hygiene propaganda has been played by the manufacturers of dentifrices and toothbrushes, who are concerned with application of new knowledge, marketing of improved products and giving support to research in the dental health field. They have contributed in a great measure to the appreciation of a healthy mouth.

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I would like to acknowledge gratefully the help of Mr A. F. Weedon, BDS, LDS, Principal Dental Officer, London Borough of Wandsworth.



# You can help to save this child a lot of toothache.

Tell her mother about Colgate Fluoride with MFP. It's the biggest advance in fluoride toothpaste yet!

Clinical tests were conducted with 1,489 children which proved that Colgate Fluoride, with its exclusive MFP formula, is 30% more effective in protecting a child's new teeth against decay than an ordinary toothpaste. And that can mean a lot less fillings!

Help your customers' children to grow up with strong, healthy teeth . . .

Stock, display and recommend Colgate Fluoride with MFP. It's the most effective decay-preventing toothpaste they can buy.



**the most effective decay-preventing toothpaste**





# Hygiene aids

## New approach to caries

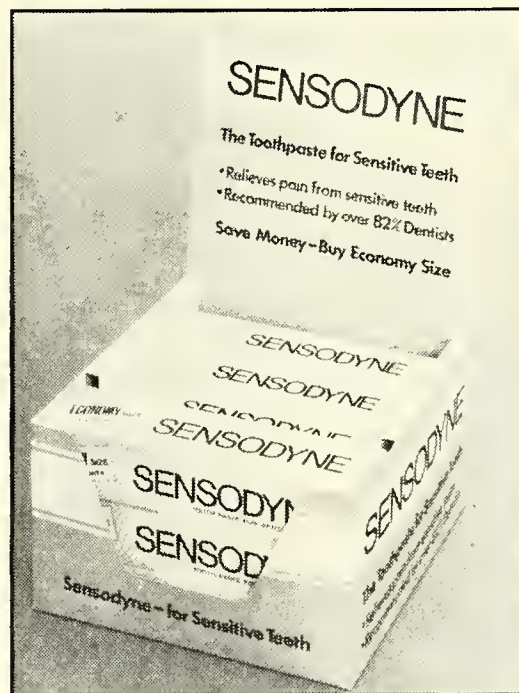
In 1961, a dental surgeon, Mr B. T. Gilders, came to the conclusion that an essential factor in dental caries initiation is the retention of closely adhering, soft, sticky flour products, containing sugar, in the caries-vulnerable sites. This cariogenic material may be impacted into minute crevices or against tooth surfaces at any time by the force of mastication. It followed that the most positive method of prevention would be to penetrate, drive out and replace it with a suitable inhibitory material. The Dentec tablet was formulated for this specific purpose.

One tablet per day is crushed between the teeth and chewed until the fragments are forced into the crevices in and between the teeth. Being insoluble in saliva at a neutral pH, minute fragments remain impacted for upwards of 24 hours, preventing access of cariogenic food debris. When in contact with plaque in which acid is actively forming, Dentec material is slowly soluble, releasing buffer salts and fluoride ions, just where they are most needed.

In future, Dentec tablets will contain 32 instead of 30 tablets per carton. This is because four strips of 8 "look better" in the carton than five strips of 6. There

is no increase in price, which remains at 3s 11d per carton.

Retailers who experience difficulty in obtaining supplies from wholesalers should contact the distributors, P.A. Danning Ltd, 316B Richmond Road, Twickenham, Middlesex.



## Starting right

If teeth are to "last a lifetime"—and with proper care they can—good dental routine must be established early. One aid to getting children to enjoy their "education" is to use a flavoured toothpaste such as Punch and Judy.

As the teeth appear, regular cleaning with a soft toothbrush should become a routine matter. During the first two or three years it is necessary for mothers to gently brush infants' teeth after meals—and before putting them to bed.

The full set of 20 first teeth are present by the third year. At this age, the child is capable of carrying out for itself the task of lightly brushing its teeth after meals using Punch and Judy.

Punch & Judy is available in orange, banana, strawberry, raspberry flavours, or fluoride. (Reckitt & Colman Toiletries Division, Sunningdale, Derby.)

## For hypersensitivity

The display outer for Sensodyne toothpaste, illustrated here, is in pink and blue to match the carton packaging, and can be adapted to take both regular (5s 3d) and economy (7s 6d) sizes. It is available on request from the manufacturers.

Sensodyne is a special toothpaste, the use of which, it is claimed, will bring relief to people who suffer from dental hypersensitivity—sensitive teeth. It is also an all-purpose dentifrice for cleaning and polishing the teeth. (Stafford-Miller Ltd, 166 Great North Road, Hatfield, Herts.)

## A REMINDER!

*Please check your stocks of*

**INTER-DENS "Firm"**

(Specially for closely-packed teeth)

**& INTER-DENS  
"Standard"**

*as both varieties are in  
very heavy demand*

**FARILLON LTD.**

160 Chesham House, Chesham Close,  
Romford, Essex. Tel: 70-46033



# BEAT THE SQUEEZE WITH BASTA

The unique BASTA toothbrush carries the toothpaste in its handle — your customer puts his own choice in himself. This all nylon quality Danish made brush has already achieved over 10,000,000 sales world wide and is NOW available in the United Kingdom.

- Standard discount 33 1/3%.
- Four attractive colours.
- Eye catching space saving bubble packs in merchandiser.
- Bonus offer — 13 invoiced as 12. Gives you over 60% on cost.
- Support by promotion in weekend national papers.
- Recommended retail of complete brush 9s. 6d. Replacement heads 2s. 6d. each.

**ORDER NOW** *direct from*

**WARTH OF CHATTERIS** Bush House, Bush Fair, Harlow.  
Essex. Telephone: Harlow 22231 Exclusive U.K. Distributors.



# Hygiene aids

## Liquid hygiene aid

To help sales of their oral hygiene aid, Dentosine, Cuxson Gerrard supply dentists with "appointment" cards which recommend the use of the product—and stress it as "obtainable from chemists." The cards also give instructions for action by the patient following tooth extraction and advice on dealing with persistent bleeding.

However, it is as the answer to customers' requests for something for sore gums, mouth ulcers or bad breath that Dentosine is ideal. The active ingredients are tannic acid, phenol, krameria and witch hazel which together make it an effective antiseptic and astringent for these conditions. Dentosine also hardens and soothes sore and bleeding gums. In addition, it can also be recommended as a regular mouth wash and gargle to ensure oral hygiene.

Descriptive leaflets are available to stockists for counter distribution and upon request a professional sample will be sent to dentists.

A bonus of one per dozen is offered on orders of three dozen or over. Retail price is 4s 5d a bottle. (Cuxson, Gerrard & Co Ltd, Fountain Lane, Oldbury, Warley, Worcs.)

## Trio for mouth care

Following on their "sales maker" competition to encourage retailers to display CushionGrip, White Laboratories are planning "2s back" coupons in national Press advertisements for the product during July and August.

CushionGrip is a self-moulding, non-sticky, thermoplastic denture liner. Tasteless and odourless it shapes to the contours of the mouth and gums with body heat.

It is most efficient when used with plastic and porcelain dentures and is not recommended for metal, vulcanite or pliable plastic dentures.

A sales maker competition is also in progress with Rinstead pastilles and

Rinstead Ulcagel, using a Rinstead merchandising book containing press-out board display units and PVC window stickers. After weekly computer selection retailers are visited and if found to have two or more items from the book on display, they qualify for a prize worth £10. Prizes worth £50 are awarded monthly.

Rinstead pastilles provide antiseptic relief for mouth ulcers by giving long-lasting bathing of the painful surfaces. They also relieve soreness due to dentures or following dental treatment. A pastille should be dissolved slowly in the mouth about every two hours, preferably close to the painful spot.

Where immediate relief is required, UlcaGel can be applied locally to the sore area or ulcer. It is a painkilling anaesthetic gel which covers the area with a protective, soothing coat and gives antiseptic cleaning and medication for quicker healing. (White Laboratories Ltd, Penarth Street, London SE 15.)

## Fresh arrival

Although new to the UK market, the Danish-made Basta toothbrush has been marketed in at least eight other countries, including Canada and the United States, during the past 18 months.

The brush, which is a little larger than a fountain pen, carries almost a fortnight's supply of the customer's choice of toothpaste inside the handle (the customer squeezes it in), which is then fed to the bristles by a turn of the knurled end cap. It is particularly useful for cleaning teeth after meals at work and is a handy accessory while travelling or on holiday. Owing to its size the Basta can be clipped conveniently to a man's inside jacket pocket just like a fountain pen or carried in a woman's handbag.

Made in nylon in four colours, the brush is sold in counter packs of 12 or 24, with display headboard. Recommended retail price is 9s 6d, with replacement brush heads at 2s 6d. (Warth of Chatteris, Bush House, Bush Fair, Harlow, Essex.)

## New answer to an old problem

One of the fastest growing products in its market is Oraldene oral antiseptic. It has antibacterial and antifungal actions and a unique affinity for the mucous membrane of the mouth. Because of this, Oraldene's activity remains localised and effective for up to 8 hours after a rinse.

Oraldene, it is claimed, promises a new kind of success for customers with mouth ulcers, bad breath or sore throats.

A range of attractive display material is available from William R. Warner & Co Ltd, Eastleigh, Hants, or representatives.



## Denture treatment

A preparation that will rapidly and effectively clean dentures, can be used without elaborate accessories, at any convenient place, requiring minimum time for application, and in a container small enough to be carried in the handbag or pocket—these are the criteria for a denture cleaner that O-de-dent is designed to meet.

The solution is applied to the teeth and frames of the dentures with a twist of cotton wool on an orange stick or tweezers and is worked into the spaces between the teeth. Stained parts are gently rubbed then the dentures are rinsed in cold water. The whole operation is accomplished in a few seconds, achieving both stain removal and disinfection. (O-de-dent Co, Glebelands, Stoke Road, Cobham, Surrey.)

**Dentists tell your customers about**

**SI-KO**

*toothpaste - to combat tartar*

**DENTEC**

*tablets - to prevent caries*

*Both from leading wholesalers*

**P. A. DANNING LIMITED**

**316b, Richmond Road, Twickenham, Middx.**

**NATIONALLY ADVERTISED**

**O-DE-DENT**

**The Instant Action Denture Cleanser**

**ADVISED BY DENTISTS**

**FROM YOUR WHOLESALE**



# FREE storage set offer...



## ...from Macleans toothpaste

### No1 in whiteness

Storage Sets for your customers  
means profits for you.

Display the special packs now.



SPECIAL PACK OFFER NOT AVAILABLE WESTWARD T.V. AREA.



Got anything for Mouth Ulcers?

What's a good Mouth Wash?

My false teeth make my gums sore what can I use?

Have you **ONE** product to meet **ALL** these needs ?

Can you offer something to harden my gums?

Can you suggest something for bad breath?

You don't need a stock of several products or various ingredients to make one up specially to meet the above requests—we offer ONE product which deals with them all very effectively—

## DENTOSINE

This is an antiseptic astringent which contains Tannic Acid, Phenol, Krameria and Witch Hazel. There is a regular demand for this unique versatile product. Don't miss this opportunity! Counter leaflets are available for distribution and an attractive showcard.

100 ml. bottles 28/6 per doz. plus 10/5d. P.T.  
Retail 4/5d. each.

Bonus—one per doz. on orders of 3 doz.

Available direct from us on our usual terms or in smaller consignments from approved wholesalers.

**TO STOCKISTS:** At your request we shall be pleased to send your local dentist a professional sample quoting you as stockist. This is sent with a supply of dental appointment cards advertising Dentosine "Available from chemists" and arrangements for a regular free supply of such cards.

**DENTOSINE — mouth hygiene !**

**CUXSON, GERRARD & CO. LTD.**

**Oldbury · Warley · Worcs.**

**Telephone : 021-552 1355**